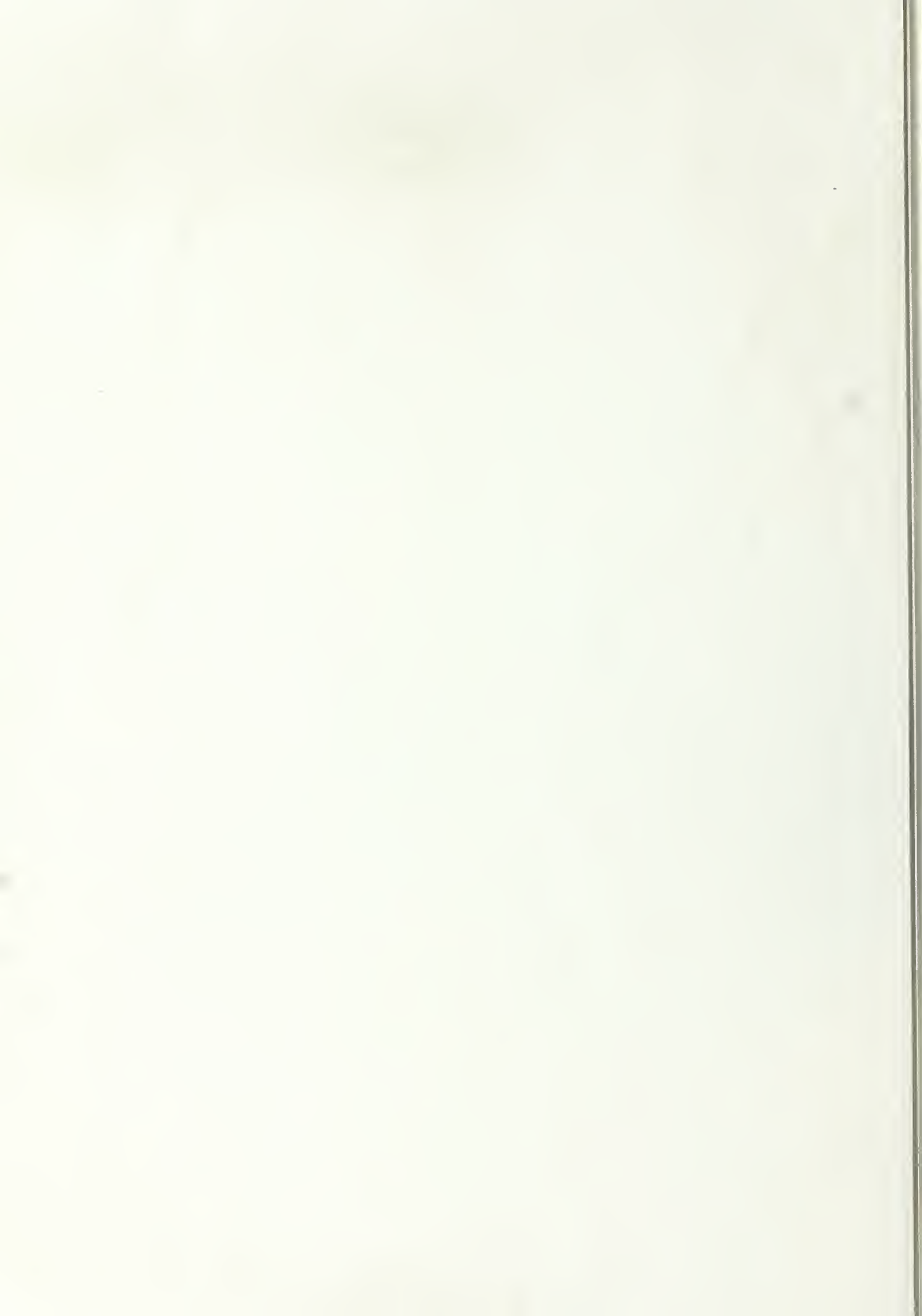




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REGISTERED AS A NEWSPAPER

TELEPHONE CENTRAL 6565  
TELEGRAMS: "CHEMICUS,  
ESTRAND, LONDON" (2 words)

PUBLISHED WEEKLY AT 28 ESSEX ST., STRAND, LONDON, W.C.2

SUBSCRIPTION (WITH  
DIARY) 20/- PER ANNUM  
SINGLE COPIES 9d

No. 2664.

FEBRUARY 28, 1931.

Vol. CXIV.

*These Articles  
will be advertised  
extensively  
during 1931*

*The  
'Allenburys' Specialities  
are not sold in cheap  
packages to Infant  
Welfare Centres.*

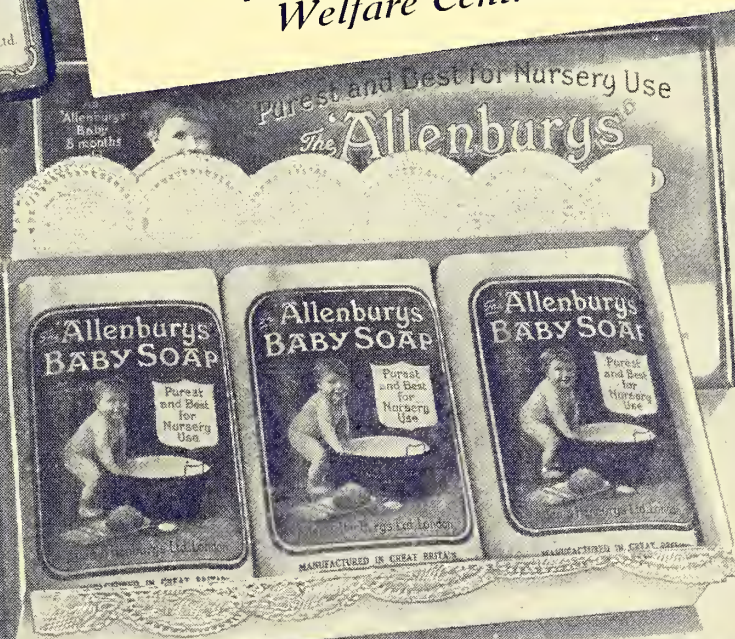


*The 'Allenburys'*

Orange Juice, in bottles,  
2/- each

Nursery Powder, in tins,  
1/6 each

Baby Soap, 6d. per tablet  
1/6 per box of 3 tablets



**ALLEN & HANBURY'S Ltd., LONDON, E. 2**

Telephone: 3201 Bishopsgate (10 lines)

Telegrams: "Greenburys Edo London."



# Have a special **ANZORA WEEK!**

...and get the  
**SPECIAL FREE  
BONUS BOTTLE**  
in every dozen!



## DURING MARCH

Your Anzora sales are going to increase! Dominating advertisements will soon send new customers into your shop for Anzora. If you link up with this powerful publicity by having special Anzora displays, your sales will benefit tremendously. Have a special Anzora week. Fill your windows with Anzora display material. You will find it more than profitable. And to make it even better, a free bonus in every dozen ordered will be given to those staging Anzora window displays (minimum order, 3 dozen bottles). Attractive showcards and cutouts will gladly be sent post free. Get ready now! Heavy advertising will begin in a few days' time.

# ANZORA

**MASTERS THE HAIR**



Send for  
free display  
material  
for your  
windows



### TRADE TERMS

12/- dozen  
Retail at 18/-

20/- dozen  
Retail at 30/-

*Anzora Cream for greasy  
scalps. Anzora Viola for  
dry scalps. Does not soil  
hat linings or pillows.*



## FOR THE MAN WHO STUDIES METHODS!

If your annual turnover is not three times bigger than your stock, you will be well repaid for giving extra thought to your sales organization.

More money is made that way than in attempting to increase the percentage of profit on turnover by the crude expedient of always buying the cheapest.

A second-class product linked to a first-class sales-organization can only be described as imbecility.

A good sales-service must of necessity supply a worthy product.

### "THE WIGGLESWORTH WAY"

believes the growth of a business depends on the selling energy that is put into it. If you agree, you'll not only appreciate our methods, but revel in them.

**WIGGLESWORTH LTD.**

Makers of Pharmaceutical Toilet & Perfumery Specialities

**WESTHOUGHTON  
LANCS.**

# “Harlene’s” Great New Sales Aid!

To further supplement their Big National Advertising Campaign, Edwards Harlene Ltd. have recently introduced yet one more Sales Aid for their Popular Series of Hair Toilet Preparations. This comprises a most attractive Show-Card as reproduced below, the full size of which is 19½" wide by 14½" deep. It is reproduced in natural colours superimposed with Red Lettering. Hundreds of applications have been received and this new Sales Aid is meeting with an enthusiastic reception everywhere.

These Show-Cards have been executed by the well-known artist Mr. Cress Woollett, and are identically the same as prints of his famous painting, which were originally sold at £1 1 0 each.

No Chemist or Store can afford to be without this valuable new “Harlene Sales Aid,” and applications are cordially invited. Enquiries should be made early owing to a limited number only being available. Each Show-Card will be sent Post Free.



*The above is an exact Reproduction of the new “Harlene” Show-Card now being distributed as a further aid to the Sale of these Popular Hair Toilet Preparations.*

“**HARLENE**” FOR THE HAIR  
 “**CREMEX**” SHAMPOO POWDERS  
 “**UZON**” Brilliantine

“**ASTOL**” FOR GREY HAIR  
 “**Harlene**” WAVE SETTING LOTION  
 “**Harlene**” Hair Fixative

Please address all communications to:—

**EDWARDS HARLENE LTD., 20-22-24-26 Lamb's Conduit St., London, W.C.**



*Your  
customers  
appreciate  
value!*



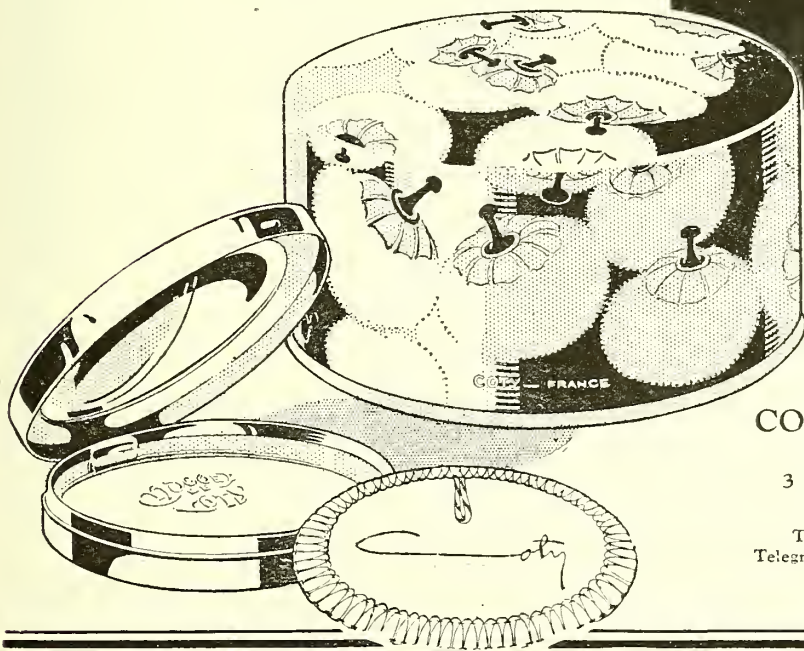
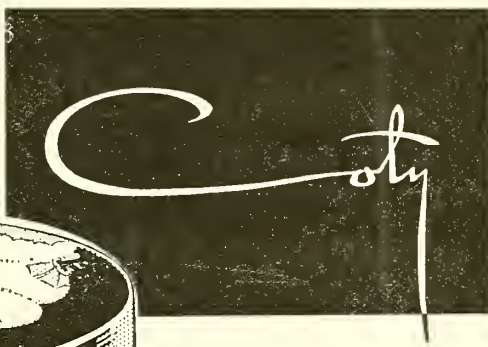
Every time you  
sell a box of Coty  
Face Powder you  
strengthen your  
goodwill.

# COTY

## FACE POWDER

*is the best in the World*

Put your faith in Coty and  
your sales will grow consi-  
stently. Coty Advertising will  
continue to bring customers  
to you—he sure you are  
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COTY (England) LTD.

COTY HOUSE  
3 STRATFORD PLACE  
LONDON. W.1

Telephone: Mayfair 7244-49  
Telegrams: Paricoty, Phone, London

# StaffAllens PYRETHRUM PREPARATIONS

Stafford Allen & Sons, Ltd., have undertaken original research on pyrethrum, and are in a position to supply biologically tested  
**LIQUID EXTRACTS**  
**OLEO-RESINS, POWDERS**  
ETC., ETC.

For the preparation of  
**AGRI-HORTICULTURAL &**  
**HOUSEHOLD INSECTICIDES**  
**FLY-SPRAYS, Etc.**



THE ORIGINAL BRITISH  
AGRICULTURAL INSECTICIDE  
MADE FROM PYRETHRUM

INQUIRIES INVITED

**STAFFORD ALLEN & SONS, LTD.**

*Manufacturing Chemists, Medicinal Plant Growers,*

**COWPER STREET \_\_\_\_\_ LONDON, E.C.2**

ESTABLISHED 1833



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Regd

**For all Diseases  
of the Circulatory System**

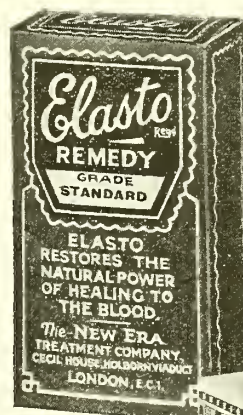
Recommend "ELASTO" for Varicose Veins, Ulcers, Eczema, Swollen Legs, Phlebitis, Thrombosis, Muscular Weakness, Bad Legs, Piles, Prolapsus, Varicocele, Hardened Arteries, Blood Pressure, Deficient Circulation and kindred ailments.

**Elasto may be relied upon to  
give satisfaction. The existing  
urgent demand is being steadily  
fostered by consistent advertising**  
**WHY NOT SHOW ELASTO?**

Prepared in the Laboratories of

**THE NEW ERA TREATMENT CO.**  
CECIL HOUSE, HOLBORN VIADUCT,  
LONDON, E.C.

Full particulars, Showcards, and Leaflets on request.



**Elasto  
Nature  
Salve**

3/- a box

Wholesale

27/- a doz.

**Elasto  
Tablets**

5/- a box

(One month's supply)

Wholesale

45/- a doz.



P.A.T.A.

From your wholesaler



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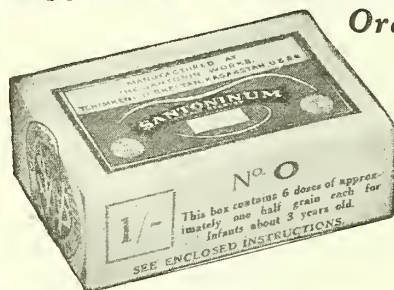
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# Santonin, B.P.

*The truest Specific known to Medical Science*

**Supplied in Bulk and Packed Doses for Human and Veterinary Use**

*Order from your wholesaler*



## Packet Prices

No. 0.	6 × 1/2	Grain	- 1/-
No. 1.	6 × 1	"	- 1/6
No. 2.	6 × 2	"	- 2/3
No. 3.	6 × 3	"	- 3/-
No. 4.	6 × 4	"	- 4/-
No. 5.	6 × 5	"	- 4/9

## The Guide to the Canine Trade

### THE DOG LOVERS' BOOK

Contains NEW SCIENTIFIC information on the Ailments of the dog and their treatment. It will surely attract a profitable Canine Trade and it is

**FREE TO CHEMISTS!!**

Write to-day for a FREE supply to distribute to your customers

**ARCOS LTD., Santonin Dept., Bush House, Aldwych, LONDON**

*Sole Representatives of the Tchinkent Santonin Factory*



# MAY ROBERTS

&amp; CO

LTD

PRICE

ISSUED  
*Half-Yearly*

LIST

REVISED  
*Jan. 1931*

## DRUGGISTS SUNDRIES

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| PART 2 | PROPRIETARY MEDICINES           |
| PART 3 | TOBACCO ETC.                    |
| PART 4 | DRUGS & COUNTER<br>SPECIALITIES |



7-13, CLERKENWELL RD LONDON, E.C.1.  
WORKS: SPRINGFIELD, UPPER CLAPTON, E.3.

67-73, DUKE STREET, LIVERPOOL  
32 & 33, KINTERBURY STREET, PLYMOUTH

LONDON LIVERPOOL  
PLYMOUTH.

*Just Out!*  
*Send for a copy*

# Roboleine

THE FOOD THAT BUILDS THE BODY

"By its palatability and general excellence 'Roboleine' has taken the high rank to which it is entitled among dietetic aids."

*The Lancet.*

"A perfect food for brain, muscle, and bone. It can be taken by the most fastidious and never nauseates."

*The British Medical Journal.*

"The value of this preparation to the marasmic or debilitated child is too obvious to call for discussion."

*The Medical Annual.*

Year after year the sales of Roboleine steadily increase, proving beyond all doubt that it consistently maintains its reputation with the medical profession and public alike. Every year thousands more benefit from the Roboleine treatment, and every customer that enters your shop to buy Roboleine is a potential customer for other lines.

Liberal  
Discounts on  
Direct  
Orders



A Quick  
Seller with  
Good Profits

ROBOLEINE consists of—

BONE MARROW to make good red blood and increase resistance to disease, and strengthen the whole nervous system.

MALT, a natural laxative and source of energy.

EGGYOLK, containing Lecithin, the greatest nerve food known.

LEMON JUICE neutralised for building bone and preventing skin troubles.

KEEP IT WELL DISPLAYED

OPPENHEIMER SON & Co., Ltd. *Handforth Laboratories,* Clapham Road, LONDON, S.W.9

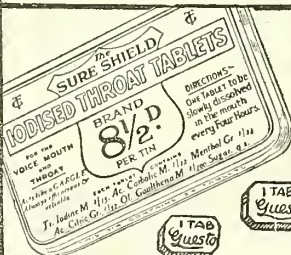
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## Meet the BIG DEMAND

BY LAYING IN STOCKS OF



**"SURE SHIELD"**  
BRAND  
Iodised THROAT TABLETS



**8½" Tins**

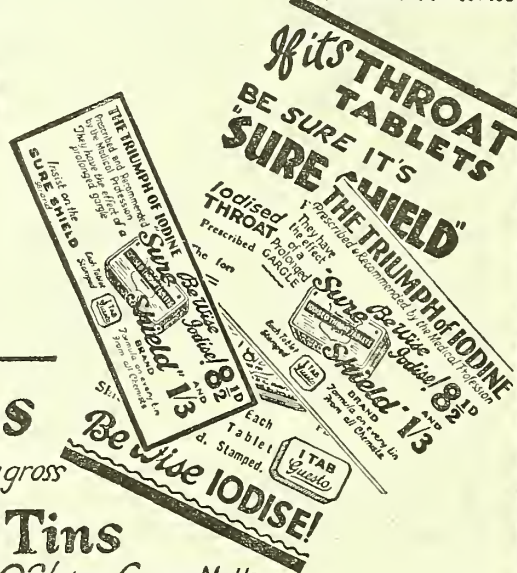
5/6 doz 63/- per gross

**1⅓ Tins**

9/6 doz 108/- per Gross Nett



A Few Specimen "SURE SHIELD" Advertisements



THOS GUEST & CO., LTD.  
CARRUTHERS STREET,  
ANCOATS, MANCHESTER.

LONDON DEPOT:  
1, SWAN STREET,  
MINORIES, E.1.  
TELEPHONE: ROYAL 8111.



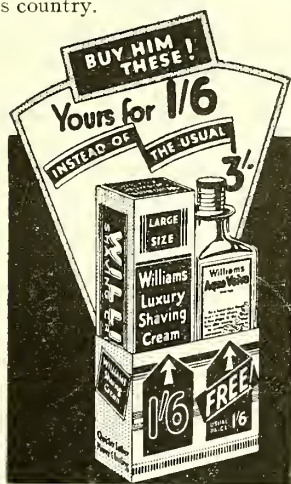
# Williams attack the Shaving Cream Market with their biggest campaign yet!

## THE PLAN CONSISTS OF

1. A special offer to the Public.
2. A huge advertising campaign.
3. A fine Bonus to the Chemist.

### HERE'S THE OFFER

A 1/6 tube of Williams Shaving Cream plus a 1/6 bottle of Aqua-Velva, FREE! Aqua-Velva is an after-shaving preparation—new to this country.



N.B.—You are not asked to give away anything that you are already selling.

No. 1 parcel shows you 33 1/3% Profit on Selling Price. No. 2 parcel shows you, in addition, a return of £1.18.6 on an outlay of 19/-.

You are advised to buy Parcel No. 2 so that you get full benefit of the generous bonus terms

NOTE.—The Combination Offer can be bought through your wholesaler at 13/6 a dozen. Parcel No. 2 can only be bought direct.

All orders to be addressed to  
**W. H. THOMAS**  
50/2 UNION ST., LONDON, S.E.1

### THE ADVERTISING

which begins on April 14th, is probably the largest campaign ever evolved to back shaving preparations.

### HERE'S THE ORDER FORM

Fill it in, cut it out and post it to-day!

#### PARCEL No. 1 (Strike out if not required).

3 DOZEN Combination Packages, each containing:—  
ONE 1/6 Williams Luxury Shaving Cream.  
ONE 1/6 Aqua-Velva.

For delivery prior to  
April 14th.

Nett Cost 36/-  
**(No Bonus)**

#### PARCEL No. 2 (Strike out if not required).

3 DOZEN Combination Packages (as Parcel No. 1)  
for delivery prior to April 14th. Nett cost, 36/-

<p>ONE DOZ. 6d.   Williams Luxury ONE DOZ. 1/6   Shaving Cream. 1/4 DOZ. 1/6 Williams Aqua-Velva</p>	}	19/- Nett Cost
<p><b>PLUS</b> <b>ONE DOZ. Williams 10d.</b> <b>Shaving Sticks FREE</b></p>		

\*For Delivery  
June 1st to 10th.

Total Nett Cost  
**55/-**

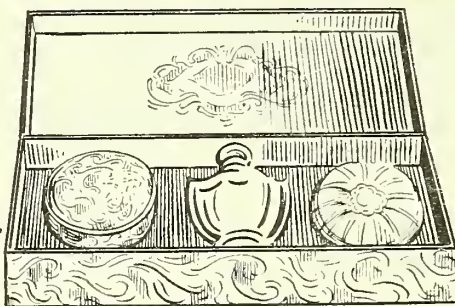
Please Forward Parcel No. \_\_\_\_\_ Also strike out above  
parcel not required.

Signature \_\_\_\_\_

Address \_\_\_\_\_

Date \_\_\_\_\_

ROBINSONS of CHESTERFIELD for CARDBOARD BOXES



# RIGID CARDBOARD BOXES *ARE* ESSENTIAL

for the solution of some packing problems. Their rigidity and ease of filling recommend them and make them, for many articles, the cheapest and best form of packing.

Your enquiries will be appreciated and welcomed with the spirit and desire to serve.

Samples will be gladly sent on request.

# Robinson & Sons

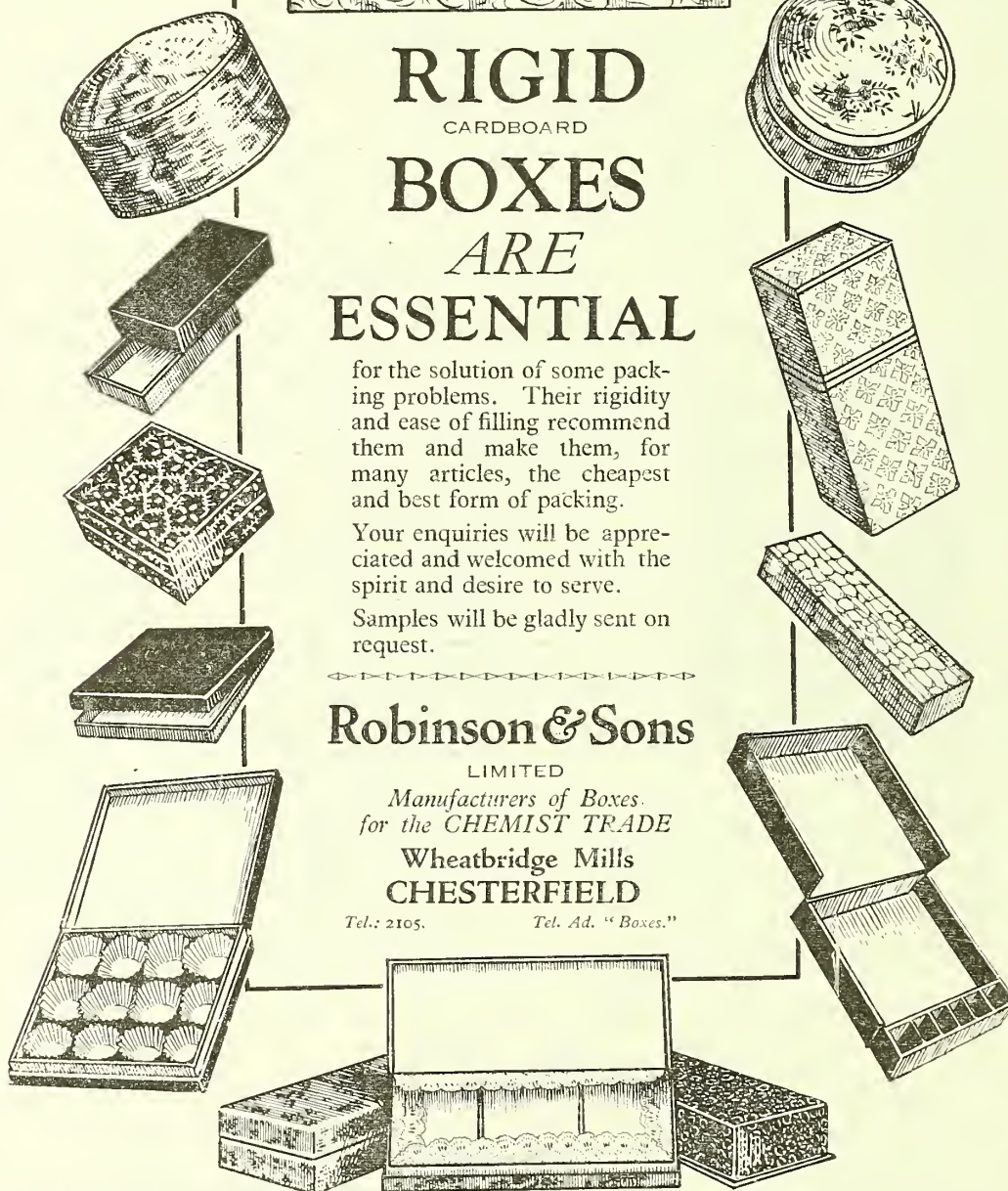
LIMITED

*Manufacturers of Boxes.*  
for the **CHEMIST TRADE**

Wheatbridge Mills  
CHESTERFIELD

*Tel.: 2105.*

*Tel. Ad. "Boxes."*



ROBINSONS of CHESTERFIELD for CARDBOARD BOXES



# Maw's Page



## The Pioneer

New ideas are the life's blood of business. No industry can exist and flourish without them. Find the firms which produce new ideas and you will have found the firms who are responsible for the growth of any business.

Here at Maw's we are tremendously keen on new ideas. We are constantly seeking new methods of doing or making things, and striving to extract new ways and means from our experience and the experience of others.

That is why there issues from the House of Maw a constant stream of new goods, new selling schemes and new business methods. Sometimes it is a novel line with a timely appeal, based on a temporary opportunity. As an example, you have the "Bluebird" Tooth Brush and Shaving Brush inspired by Captain Malcolm Campbell's great feat.

Sometimes it is a new and improved version of an old standard line, such as the Vel-fin Inhaler, in which the chief disadvantages of the old type are removed by the introduction of a carrying handle, a porcelain top and a fixed porcelain mouthpiece.

This pioneer work is not easy. It needs constant effort and unceasing vigilance. But it is worth while, for it keeps our customers always ahead of those outside competitors who are content to follow rather than lead.



Watch the activities of this House. Note its energy, its knowledge, its judgment, its perseverance. You will then see why it is wise to buy not only the new lines, but also the standard products of the House of Maw.

*Buy these New Lines NOW!*

- |  |    |                 |
|--|----|-----------------|
| Maw's "Bluebird" Celluloid Tooth Brush ..                      | .. | 8/6 per dozen.  |
| " " Shaving Brush ..   | .. | 25/- each.      |
| (Extra large size, Silver Tip Badger, 3 piece coloured Handle) |    |                 |
| " " "Vel-fin" Inhaler (Reg. Design No. 758994)                 |    | 30/- per dozen. |

**S. Maw, Son & Sons, Ltd.,**  
Aldersgate St., London,  
and Barnet.



# GOODALL'S Waterglass



If you wish, and will allow us to help you with our packs, our quality, our advertising material and our prices, we can make Waterglass a highly profitable early Spring line for you.

Each year, as our own sales prove, Waterglass becomes more and more a National need—it offers your customers Winter eggs at Summer prices and so each year more and more housewives are using it. Whether they buy from you depends upon yourself. If you have our pack, our advertising material and offer those low prices at which our quotations enable you to make a profit, you will get your share—and more—of the trade.

The illustrations give you part of the reason for our sales—there are no packs superior to ours—and we can assure you also that our prices are equally attractive. So why not adopt our suggestion—let us send you specimens of the packs and give you our contract prices for a typical year's sales?

## GOODALL'S—the great name in Waterglass.

To-day we believe ourselves to be the biggest all-British packers in the country.

let **GOODALL'S**  
quote.

GOODALL, BACKHOUSE & CO., LEEDS.





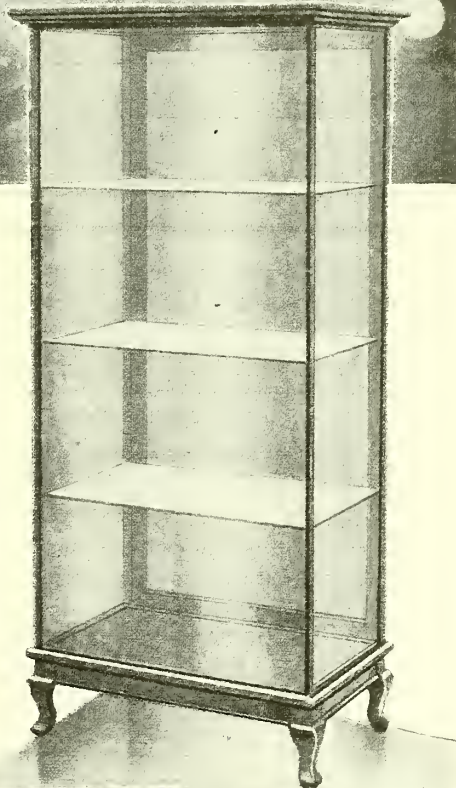
## SALES ATTRACTING PHARMACY FITTINGS

Half the battle in salesmanship is won through effective display. The shop-front, the interior design and the detailed fittings, must present an attraction that will lead to successful sales.

Years of experience have taught us the best methods of display that ensure business efficiency in the struggle of modern competition.

Let us help you.

EVANS SONS LESCHER & WEBB LTD.  
LIVERPOOL, LONDON and DUBLIN.





# MYSORE GOVERNMENT SANDALWOOD OIL

DISTILLED FROM SANTALUM ALBUM, LINN.



**Trade Commissioner for Mysore in London**  
Grand Buildings, Trafalgar Square, LONDON, W.C.2

Telephone: Gerrard 4412.

**NOW IS THE TIME FOR  
ALL GOOD CHEMISTS**

TO WRITE FOR

**FREE SAMPLES**

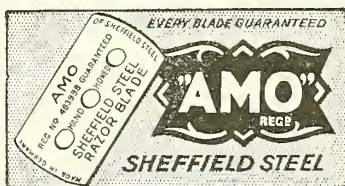
AND

**1931 BONUS TERMS**

SHEFFIELD **AMO** STEEL  
**RAZOR BLADES**

Nationally  
Advertised

RETAIL  
9d.  
for 6



Small  
Outlay  
BIG  
PROFITS  
& SALES

WRITE NOW:—

**AMO SAFETY RAZOR BLADE Co., Ltd.** Broad St. House  
LONDON, E.C.2  
Telephone: Avenue 8846 Grams: Uzecarnos, Ald, London



BY APPOINTMENT

**GUARANTEED PURE  
ENGLISH  
PEPPERMINT  
OIL**

Grown and Distilled from Mitcham Plants

by

**CHIVERS  
& SONS LTD.**

HISTON, CAMBRIDGE, ENGLAND

Samples & Quotations on request  
from the sole selling Agents

**BRUCE STARKE & CO.**

16 WATER LANE, GREAT TOWER ST., LONDON, E.C.3



# A chemist is known

# by the Stock he Sells



Sulphur—for Blood Impurities  
Yeast—Rich in Vitamine "B"

## SULPHUR and YEAST TABLETS

The New Spring Tonic and Purifier

THE Vitamine "B" content of Yeast and its tonic qualities combine so well with the purifying virtues of sulphur that the combination has quickly come into prominence for administering to those whose health receives a set-back at the change of seasons.

The best description of this exclusive Ayrtton product would be a complete sample outer of 1-dozen packets ready to display on the counter.

We shall be pleased to send one post free for

per dozen **4/6**  
six dozen  
@ **4/3**  
gross lots  
@ **4/-**

**4/6**



**AYRTON'S**  
OF LIVERPOOL. ENG.  
**PRE — EMINENT**  
**FOR PACKED GOODS.**

# here is a high profit and a quick turnover

How often do you find them going together—a high profit *and* a quick turnover? Practically never. Yet the Hardcore Halex toothbrush carries a profit of 75 % (if you order before March 31st). And who can doubt that it will have a quick turnover? Particularly when you remember that it is a novelty, to be heavily advertised in all the most influential newspapers and magazines.

The Hardcore Halex needs no explanation of its superiority. Any customer can see the hard inner core for keeping the teeth spotless and the soft outer core that gently massages the gums.

*Send the coupon below  
and get your two free  
1/9 brushes.*

If you are running short of Halex Toothbrushes replenish your stock now and be ready for the big advertising campaign starting March 2nd. Those who have never stocked Halex should order the Halex Introductory Parcel which contains a full stock of Nos. 1 to 6, as well as the Halex Showcase. Costs 40/-. Brushes sell for 66/- (65 % profit).



## HARDCORE HALEX

(No 7)

Post this coupon to your usual wholesaler or to The British Xylonite Company Ltd., Hale End, London, E.4.

Sirs,—Please send me/us.....dozen Hardcore Halex at 13/- per dozen. I am/We are to be sent with each two-dozen Brushes a further two Brushes and display matter free of charge.\*

.....Hard .....Medium

Name .....

Address .....

T.2.

THE BRITISH XYLONITE CO. LTD., HALE END, LONDON, E.4.

(Please state number of each required. Every Brush is packed in a carton, half-dozen in box, hard or medium. Sent carriage paid for lots of two-dozen and over.)

\*Note that two dozen Brushes plus two free Brushes retail for 45/6 —a profit of 75% on the 26/- cost.





# STERISALT

## for Constipation

CONSTIPATION is such a common disorder and the cause of so many other diseases that the Chemist's opportunities for recommending "something for it" are very frequent. The correct choice of that "something" is of great importance to the Chemist's reputation as well as to the well-being of the customer who can quickly tell whether the treatment is sound or not.



You cannot go wrong in recommending "STERISALT" because its action is prompt, efficient and painless, and it does not give rise to secondary disturbances or any unpleasant effects.

"Sterisalt" is all salt and no diluent and is therefore economical from the user's point of view. It is free from sugar and is thus suitable for diabetics and others to whom sugar is objectionable, and it contains no purgative mineral salts. The small granules pour easily, effervesce briskly and produce a bright sparkling solution.

Note the distinctive and convenient shape of the bottle. Two sizes are available retailing at 1/6 and 2/6 respectively, the smaller size in attractive display boxes of half dozen.

To EXPORT BUYERS:—All orders and enquiries should be addressed to our Sole Export Agents, Wm. ALFRED JONES Ltd., West India House, Liverpool

**THOMAS KERFOOT & CO. LTD.**  
BARDSELEY VALE, LANCASHIRE,  
& Bardsley House, London, N.1  
ESTABLISHED 1797.

C/385

COPYRIGHT



# June arrives with your EASTER GIFT

**THESE OFFERS  
DEFINITELY  
CLOSE ON  
MARCH 28<sup>TH</sup>**

The 1931 Bonus Offers are even more attractive than those of previous years. A glance will show you how we have "made it easy" for EVERY retailer to earn substantially increased profits on his Easter Purchases of popular "June" Perfumery. Whether your purchases are large or small, you are bound to benefit under this scheme. Take this opportunity to replenish your depleted stocks at terms which show you an increased profit of from 14% to 28%. If you have not yet received particulars of these offers, write to-day. They're too good to miss.



**OFFER N°1  
ORDERS VALUE  
£5 TO £10**

**ASSORTED TO YOUR  
OWN SELECTION**

from "June" Price List on opposite page

**WILL RECEIVE**

one 1/3 size "JUNE" Perfume

Free of Charge for each unit of 10/-  
in the total value of order

**DISCOUNTS**

In addition to this BONUS — these orders are subject to 5% window display discount and a further 5% for C.W.O. if desired.

**PROFIT 80%**

SAVILLE PERFUMERY LTD., "June" Laboratories, Watford.



# 14% to 28% EXTRA PROFIT

## DISPLAY "JUNE" THIS EASTER

The Bonus described in these pages is conditional upon your undertaking to make a special window display of Saville's "JUNE" Perfumery for fourteen days during the Easter Period.

A charming range of new and attractive show cards will be included with every order executed on bonus terms. "June" Displays are worth money—see that you get your share.

### OFFER N° 3

**£3 STANDARD PARCEL**  
**PROFIT 80%**

1 $\frac{1}{2}$ doz.	1/3	" JUNE "	PERFUME
1 $\frac{1}{2}$ "	2/6	"	PERFUME
1 "	6d.	"	BEAUTY POWDER
1 $\frac{1}{2}$ "	1/-	"	BEAUTY POWDER
1 $\frac{1}{2}$ "	1/6	"	BEAUTY POWDER
1 "	1/-	"	COMPACTS
1 "	6d.	"	VANISHING CREAM
1 "	9d.	"	VANISHING CREAM
1 $\frac{1}{2}$ "	1/3	"	VANISHING CREAM
1 $\frac{1}{2}$ "	1/3	"	TALCUM POWDER

	COSTS	SELLS
TOTAL ORDER	£3 0 0	£4 10 0
Less 5% Display Dis.	3 0	

	2 17 0
Less 5% C.W.O. - -	2 10
	2 14 2

### BONUS:

$\frac{1}{2}$ doz. 1/3 size "JUNE" Perfume, Profit 80%	2 3 4	7 6
	£4 17 6	£4 17 6

NOTE:—The exceptional terms of this offer will not permit of any variation of the quantities specified above, but customers may order two or more complete parcels if they desire.

### OFFER N° 2

ORDERS VALUE  
**£10 AND OVER**

ASSORTED TO YOUR OWN SELECTION

from "June" Price List on this page

**WILL RECEIVE**

Two 1/3 size "JUNE" Perfume Free of Charge for each unit of 10/- in the total value of order.

### DISCOUNTS

In addition to this BONUS—these orders are subject to 5% window display discount and a further 5% fo C.W.O. if desired.

PROFIT **93.9%**

### PRICE LIST

	Size	Per doz.
" JUNE " PERFUME ..	1 3	10 0
" " " ..	2 6	20 0
" " " ..	4 6	36 0
" " " ..	7 6	60 0
" " " ..	10 6	84 0
" JUNE " BEAUTY POWDER—		
" " (Sifter Box)	1 0	8 0
" " (No Sifter)	0 6	4 0
" " (No Sifter)	1 6	12 0
Tints: Rachel, Naturelle, Brunette		
" JUNE " POUDRE COMPACT ..	1 0	8 0
" " " ..	1 9	14 0
" " " Refills	0 9	6 0
" " " "	1 3	10 0
Tints: Rachel, Naturelle, Rouge-Brunette		
" JUNE " TALCUM (Flasks) ..	0 9	6 0
" " (Bottles) ..	1 3	10 0
" JUNE " VANISHING CREAM—		
" " (in Tubes)	0 6	4 0
" " (in Jars)	0 9	6 0
" " (in Jars)	1 3	10 0
" JUNE " COLD CREAM (in Tubes)	0 6	4 0
" JUNE " SHAMPOO—		
" " No. 1, with Henna		
" " No. 2, without Henna	0 6	4 0
" " No. 3, Camomile		
" JUNE " BATH SALT TABLETS	0 3	2 0
" JUNE " COMPLEXION SOAP—		
Per Tablet	1 0	8 0
" " " "	0 6	4 0
" JUNE " COFFRET ..	3 0	24 0

# AT LAST!

*We can now offer*

## SOLID ESSENTIAL OILS

*containing up to*

# 73%

*of essential oil*

- ❶ All perfume compositions as well as any essential oil can be supplied in the solid form.
- ❷ The base used is quite harmless and neutral.
- ❸ The full aroma and delicacy of the perfume oil is unaltered.

*For further information and samples :—*

### ESSENCES & SYNTHETICS, LTD.

W. C. SLATER, Managing Director

4 CARLISLE AVENUE

LONDON, E.C.3

Royal 0290

Essynthet, Ald, London

ESSENTIAL OILS  
FLORAL OTTOS  
DEODORANTS

*If its  
Customers  
you want*

YOU SHOULD STOCK

## PETAL DUST

*"Wherein the subtle savour of the Flowers  
sublimely dwells."*

### THE GREAT FLORAL AIR PURIFIER

A TRIAL WILL CONVINCE YOU THAT—

**PETAL DUST**, when once shown, creates its own demand, and is therefore a valuable adjunct to every "go-ahead" store.

**PETAL DUST**, when displayed prominently upon your counter, will attract prudent customers by the fragrance of its unique odour, which to-day is of such universal admiration.

RETAILS IN PACKETS AT 4d. AND 8d. EACH.

Attractive Advertising matter free on request.

Obtainable through all the usual Wholesale Houses or from  
Sole Producers :—

THE ROSMARINE MANUFACTURING CO.  
LONDON, S.E.1

## Tried & Proved

Rowland's Macassar Oil is no new preparation; it has been used all over the world for more than 137 years and everywhere it is held in the highest esteem. It is guaranteed to

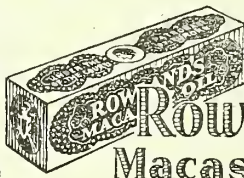
P.A.T.A.

3/6, 7/-

& 10/6

Red for  
dark hair;  
golden for  
fair or  
grey hair.

From all  
Wholesalers



contain no  
injurious  
substance

**Rowland's  
Macassar Oil**

A. ROWLAND & SONS, Ltd., 112 Guilford St., London, W.C.1

BN4T

## HELLO! EVERYBODY!



Old Man Wanie  
speaking—just done  
10 days' work, and  
still 'keen' for more!

**Sell WANIE**

THE BLADE THAT LASTS.

8/- per gross FREE SAMPLE  
ON REQUEST.

Dept. C.D., WANIE DISTRIBUTING CO.  
89 Aldgate High Street, E.C.3.

Irish Free State Agents:  
Messrs. W. A. FREEDMAN & CO.,  
21 Merchant's Quay, DUBLIN.



All for  Beauty



*Beauty Preparations  
that create goodwill wherever they go*

Ever since they were introduced into England three years ago, Harriet Hubbard Ayer preparations have been advancing in popularity.

Discriminating English women, having heard of Harriet Hubbard Ayer's fame in America, lost no time in proving that these preparations fulfilled their promise to improve beauty in all aspects. And they were delighted to find creams and lotions that combined several functions—the favourite always being Luxuria—a bleacher, cleanser and skin food in one.

If you follow the lead of the most important retailers in the country and take up Harriet Hubbard Ayer preparations now, you will find an ever-moving and ever-increasing sale for them. They will add prestige to your shop and—an important point—link it directly with widespread advertising in the fashionable periodicals.

Write to Harriet Hubbard Ayer Ltd., 130 Regent Street, W.1., for comprehensive catalogue and terms. Or preferably, call and see our spacious new showrooms, and receive all particulars personally.

The retail prices for the famous Luxuria Cream are 2/3, 4/7, 8/6, 11/9.

**HARRIET HUBBARD AYER**  
LTD

*Beauty Preparations*

NEW YORK

LONDON

PARIS



# Mercolized Wax

*for the Complexion*

Extensively Advertised. Always in Demand.

*There is no risk in holding full stocks.  
Every woman is a potential buyer.  
Sales are regular and repeats certain.*

## Stallax

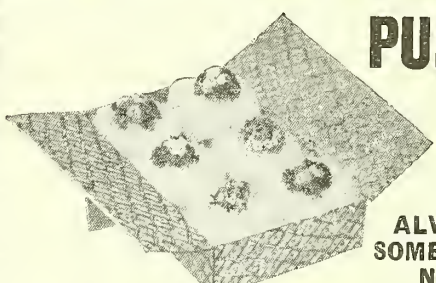
*a Shampoo—also popular,  
and shows a handsome profit.*

**Dearborn**  
(1923) Limited  
37 Gray's Inn Rd. London. W.C.1.



Telephone,  
Holborn. 9669

**PUFFS**



ALWAYS  
SOMETHING  
NEW

**WILLIAMSON BROS., LTD.**  
Hop. 3419. 177 Southwark Bridge Rd., LONDON, S.E.1

## G. B. KENT & SONS, LTD.

Are known the World over as  
the Largest Manufacturers of

**BEST  
BRITISH  
BRUSHES**

Please write for full Particulars to:—  
75 FARRINGTON ROAD, E.C.1.

**"ODENTIC"  
PLATE  
BRUSH**



Regd. No. 417637.

From all  
Wholesalers.  
Packed in 1-dozen Display Boxes.  
Manufacturers:

**W. R. Speer & Son** (EST. 100 YEARS)  
215 DALSTON LANE - - LONDON, E.8  
Agent for S. Africa—C. GORDON DAVIES & CO.,  
National Bank Buildings, Pritchard Street, Johannesburg.

Established 1880.

**TILBURY "Fort"  
Dental Plate Brush**



Made with Extra Stiff Bleached  
and Unbleached Bristles.

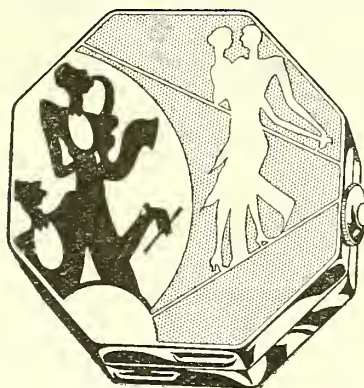
**W. R. TILBURY & SON**  
47 FRAMPTON PARK ROAD, HACKNEY,  
LONDON - - - ENGLAND



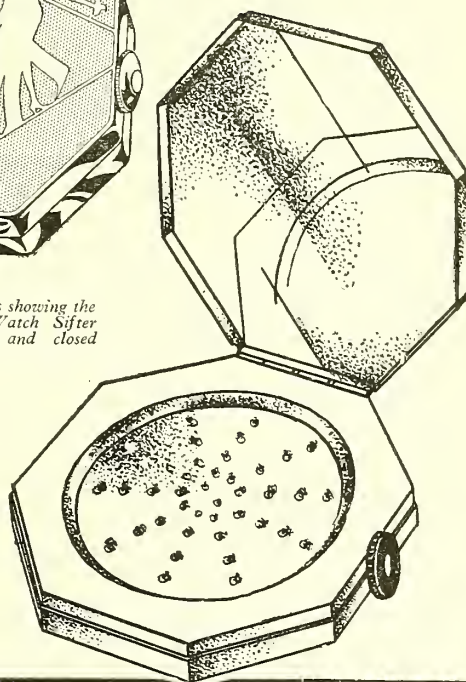
# The MONTRAL WATCH SIFTER BOX

**New Designs, Improved Models  
and New Prices from 30/- doz.**

The Montral supersedes all other sifters, as it is unrivalled for its simple action, practical use and neatness. The most suitable powder box for the handbag.



*Illustrations showing the  
Montral Watch Sifter  
Box open and closed*



**HYGIENIC, ELEGANT, ATTRACTIVE**

*Sole Agents :—*

**CALMON & NEATE, LTD., 8 GERRARD ST.  
LONDON, W.1**

(Phone : REGENT 1272)

## TATCHO Sample Size 6<sup>D</sup>

THE  
**HAIR RESTORER**

PROMOTES, PRODUCES,  
BEAUTIFIES THE HAIR

TATCHO Laboratories, 5 Great O'leen Street, London, W.C.2

6 Bottles in Case for  
Counter Display,  
4/- PER DOZ.

1/3 size .. 12/6 per doz.  
2/9 size .. 25/- per doz.

BATH &  
TOILET  
SALTS  
DE LUXE

*Nymphæa*

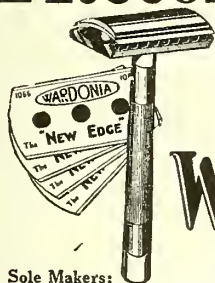
**INSTANTLY  
SOLUBLE  
EVEN IN COLD WATER**

Retail: 1/-, 3/6 & 6/6 P.A.T.A.

Patentees & Sole Manufacturers

SUPERFINE CHEMICALS, Ltd., FELTHAM, MIDDLESEX.

## 2 Record Sellers



The famous Wardonia "New Edge" Blade and now the finest little razor in the world—the Wardonia "New Edge." Both show 50% profit on cost for you.

**WARDONIA  
NEW EDGE  
BLADES**

Sole Makers:  
Thomas Ward & Sons Ltd., Wardonia Works, Sheffield, Eng.

## I-O-dent TOOTH PASTE

No tooth paste is more effective for whitening the teeth than IODENT, the original IODINE tooth paste.

No tooth paste is more efficient as a deodorant and mouth sweetener than IODENT, the original IODINE tooth paste.

**YOUR RECOMMENDATION**  
will bring a grateful customer  
back for repeats.

6d. size **3/3** per dozen subject

1/- " **6/6** " " "

Bonus with 1 gross.

**PLEASES ALL PALATES**

**IODENT LABORATORIES**  
56 DURHAM ROAD, HOLLOWAY, LONDON, N.4.



# NORVIC CRÊPE BANDAGES

## FRED<sup>K</sup>. FINK & CO.

10 & 11 MINCING LANE, LONDON, E.C.3.

TEL: ROYAL 5094.

GUMS, ARABIC and TRAGACANTH as Imported or  
Finely Powdered. :: SHELLACS ALL GRADES.

**CHEMISTS!** Start a postal business of  
your own and sell your  
goods all over the country. Expenses low, profits  
high. Send for Free Folder showing how one 70/- advt.  
brought £343. Certified by Chartered Accountants.

(H) HAND & CO., 14 Bloomsbury St., London, W.C.1



## SHADEINE FOR TINTING GREY HAIR

This popular article is largely advertised  
and stocked by all Wholesale Houses.

Trial size 8d. per doz. .. .. 6/-  
1/4 size, per doz. .. .. 12/-  
2/6 size, per doz. .. .. 24/-  
3/9 size, per doz. .. .. 36/-

The SHADEINE CO., 58 Westbourne Grove, London, W.2

## YOU CAN EASILY EARN £10 AND MORE WEEKLY AS A CHIROPODIST

My correspondence Course and Diploma (D.R.S.C.) will enable you to  
enter this uncrowded profession. Let me train you in your spare time,  
privately, quickly and efficiently. Write to **MR. E. T. RICH, CHEMIST  
AND CHIROPODIST, 30 (B) HIGH STREET, SWANSEA (Est. 25 years).**

**VETERINARY COUNTER PRACTICE.** Price 7s. 6d. net,  
by post 8s.

**DISEASES AND REMEDIES.** Price 5s., by post 5s. 3d.  
**THE PHOTOGRAPHIC CHEMIST.** Price 3s. 6d., by post  
3s. 8d.

THE "CHEMIST AND DRUGGIST," 28 Essex Street, W.C.2

## AYRTON-GRAHAM, Ltd.

Designers and actual manufacturers of

## FITTINGS

For the MODERN PHARMACY.

Shop Fronts, Show Cases, Exhibition Cases, Counter  
Cases, Counters, Wall Cases, Glass Signs, etc., etc.

PHARMACIES MODERNISED.

ALL GOODS OF BEST QUALITY  
AND FINISH AT LOWEST RATES.

Competent Fitters sent to all parts.

106 DUKE STREET, LIVERPOOL

## A COURSE IN PRACTICAL PHARMACY

By J. W. Cooper, Ph.C., and F. N. Appleyard, B.Sc.

This course has been carefully planned to illustrate all the  
important operations and processes involved in making official  
preparations within the time usually allotted to Practical  
Pharmacy in a College Course. .... 7/6 net

PITMAN'S, Parker Street, Kingsway, London, W.C.2

## BALLOONS

PRINTED with your  
ADVERTISEMENT  
or BLOCK.

COMBS, PRESENTS, LEATHER GOODS, NOVELTIES, ETC.

Deal from the oldest established firm in the Trade:

"STANBERTS," STANBERT HOUSE, (Dept. "P"),  
377 KENNINGTON ROAD, S.E.11 Reliance 1762  
STOCK "JAZZO," THE MAGIC DANCE FLOOR POLISH.



## 1 D. & 1 D. BLADES

"Glider," "Bobsleigh,"  
"Sunny Girl"

The "Glider" Cutlery  
Works

E. Luettges & Co., Solingen

BRITISH STOCKISTS:

William Hewett & Co.,

35a Claybrook Rd. London, W.6

Tel.: Fulham 1123 and 1123

**NEW DAYLIGHT SIGNS**  
Any COLOURS That as a Board NO - BOX - MIRRORS  
UPRIGHT or HORIZONTAL Single Signs SECURE SALES  
Brilliant at all angles  
NOT A DUST TRAP  
Can also be adapted for Box Electric Signs  
Suitable for - PROJECTING, WINDOW, & VAN SIGNS, FACIAS & ETC.  
Send for PRICE LISTS, & PHOTO ILLUSTRATIONS.  
National Advertisers 5/12 14x10 Double Sided, with Brackets, in Quantities complete 14/6  
ALLAN MILES CO LTD 129 GRAYS INN RD. W.C.1

## Kissproof

REG. TRADE MARK

The 1/- and 2/- lines are now  
being extensively advertised.

What about your stocks? THOS. CHRISTY & CO.

# ACELTA CAPPING SOLUTION

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Attractively replaces old-fashioned methods of bottle capping.

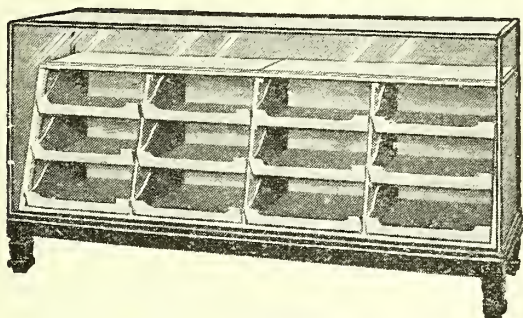
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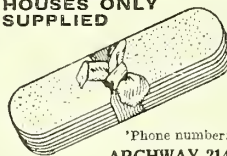


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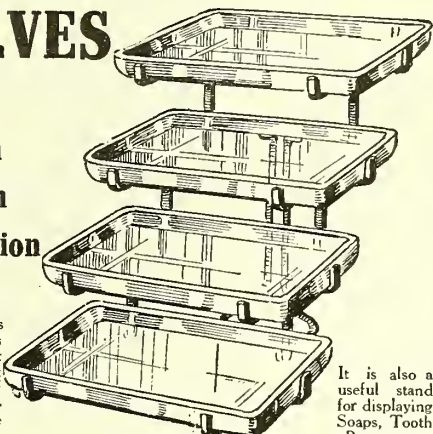
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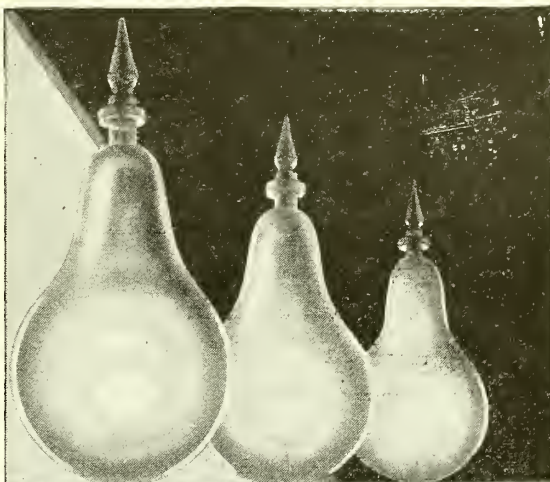
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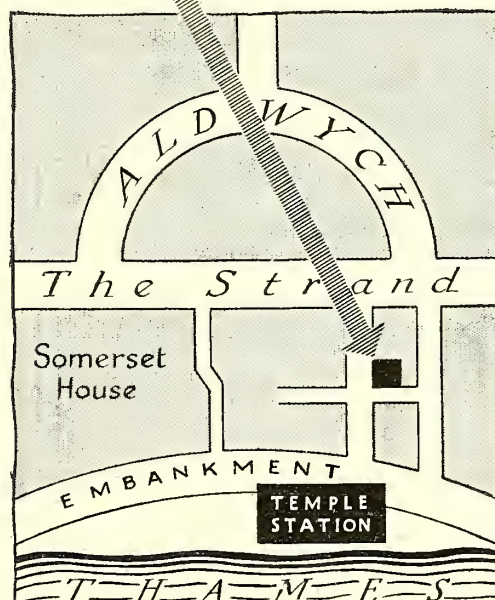
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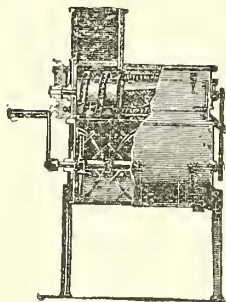
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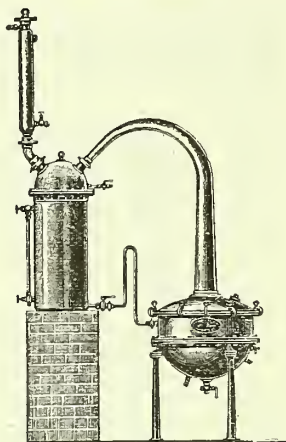
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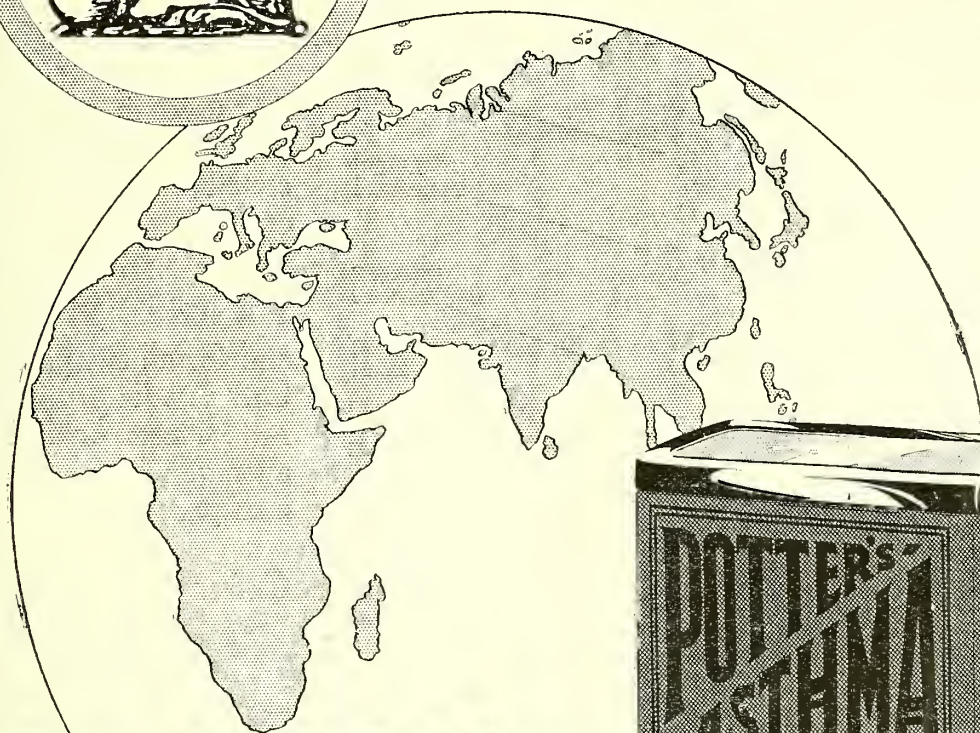
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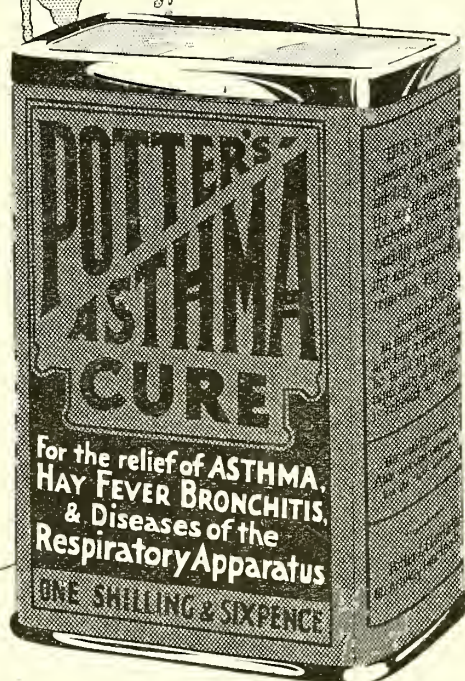




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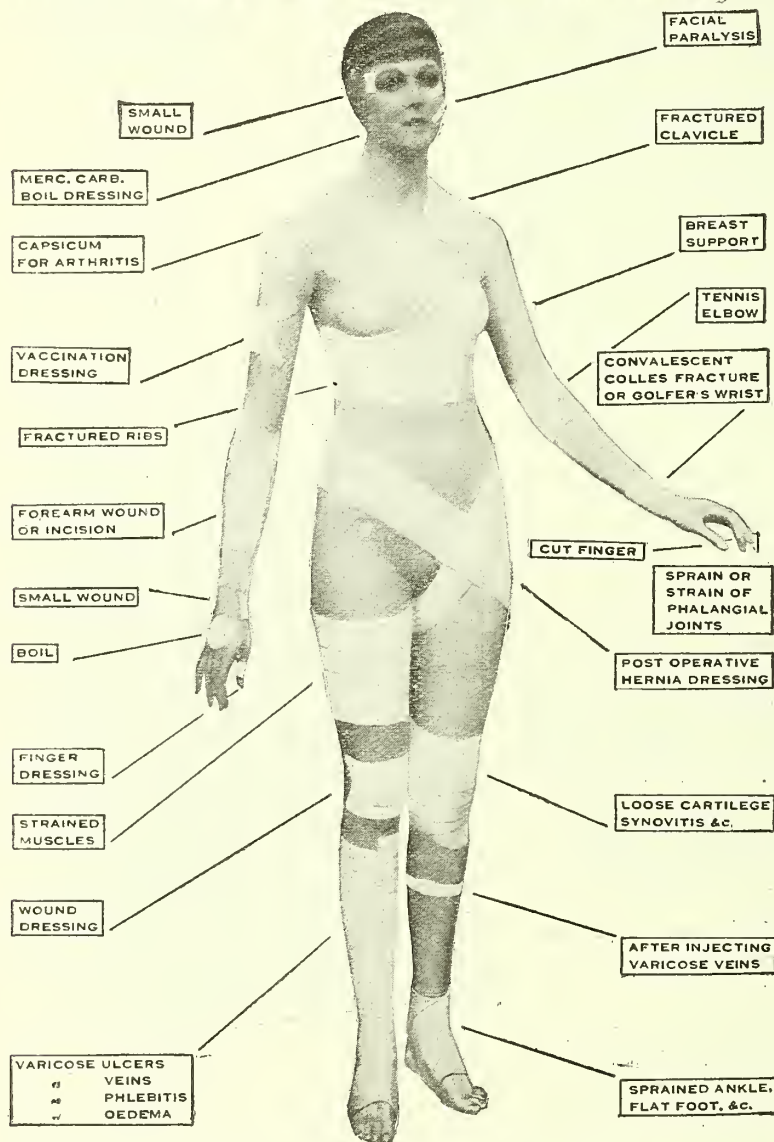
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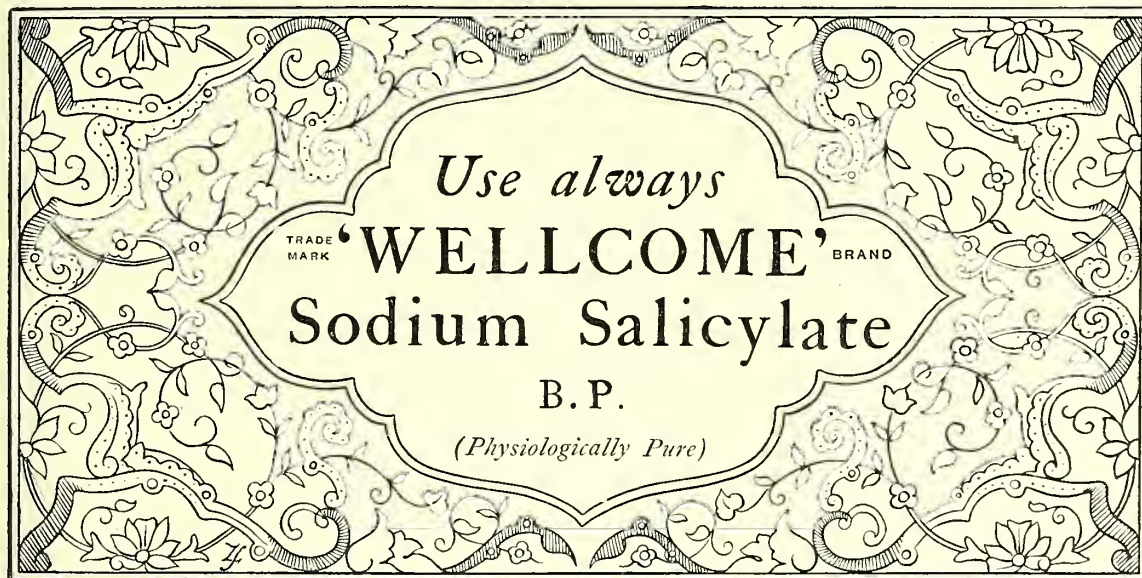
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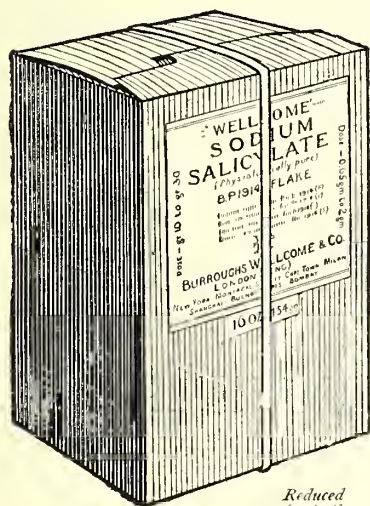


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## English and Welsh News

### Key Industries Duties

The British Chemical and Dyestuffs Traders' Association, Ltd., advise members that it is now obligatory to make the following endorsement on entries relative to goods liable to key industry duty, where the goods are purchased c.i.f.:—

"I declare that the internal freight, sea freight and insurance have been paid by senders, all cost of packing is included in the invoice price, and that no separate invoice has been or will be given for any portion of these charges."

Under the Customs Consolidation Act, the Department has authority to demand that details of cost of freight and insurance shall be shown separately from the cost of the goods. Had Customs insisted on these particulars being furnished in detail the Association would have resisted it as being unnecessary and liable to cause difficulty and delay. As an alternative, the Department has introduced the above endorsement.

### Inquests

The deputy coroner for Westminster held an inquiry on February 24, concerning the death of Mr. Montague Carlish, Eaton Terrace, S.W., who, the evidence showed, had swallowed spirit of salt instead of a mouth wash. The widow stated that she sent for three doctors, including Sir William Willcox. A verdict of "Accidental death" was recorded.

"Accidental death" was the verdict at a Bolton inquest on February 18, on the bodies of Messrs. James H. Campbell and Leslie Tootill. Mr. Campbell was an analytical chemist at Court Chambers, and Mr. Tootill was his assistant. The two were found overcome by some gas in Mr. Campbell's laboratory. Mr. Campbell was dead when admitted to hospital, and Mr. Tootill died soon afterwards. Evidence was found in the laboratory that the men were conducting an experiment on the amount of titanium in cast iron. The borough analyst thought that cyanide had been inhaled in the form of gas. No cyanide was present in the contents of the crucible. A beaker standing near Mr. Campbell

contained 0.7 c.c. of a colourless liquid, which, on examination, revealed a minute trace of cyanide. In the estimation of titanium there was a method in which cyanide might be used. In this particular case the estimation had gone beyond the stage where cyanide would ordinarily be used. There should have been no cyanide fumes in the laboratory had the experiment been carried out in the ordinary way. The house surgeon at the infirmary said the symptoms revealed at the *post-mortem* examination were consistent with the inhalation of cyanide fumes. If  $\frac{1}{2}$  gr. of the pure acid was taken by the mouth it was possible for a man to die in a minute. It would act more slowly if inhaled.

### Kent County Analyst's Report

The report of the Kent county analyst (Mr. F. W. F. Arnaud, F.I.C.) for the quarter ended December 31, 1930, states that the percentage of adulteration found during the quarter is much lower than that recorded for the preceding quarters of the same year. During the year 122 samples of drugs were submitted for examination, and three of these were returned as of adulterated quality. In one instance, material purchased as cinnamon was found to consist of pimento, the other two adulterated samples consisted of extract of malt with cod-liver oil, which were purchased with a warranty that the composition conformed to the requirements of pharmaceutical malt extract as contained in the Grading and Marking (Malt, Flour and Malt Extract) Regulations, 1929. It was found that the samples were devoid of diastase.

### British Industries Fair (Birmingham Section)

The exhibits at the Birmingham section of the British Industries Fair, are not, as a whole, of special interest to the drug trade. There are, however, a few exhibitors who may be mentioned. Among these are CUXSON, GERRARD & CO., LTD. (who are showing a large range of first-aid outfits in various sizes); THE CASSEL CYANIDE CO., LTD. (fumigation apparatus generating hydrocyanic acid); W. & T. AVERY, LTD. (weighing apparatus, testing machines and blending

machines); G. H. GLEDHILL & SONS, LTD. (a new all-British cash register giving sub-total and grand total); A. W. BEUTTELL, LTD. ("K-Ray" lighting); A. F. CORBETT & CO. (showcases, etc.); PATENT TUBULAR SHOPFITTING CO. (patent tubular metal weather-resisting shop fronts).

#### Sheffield

Dr. G. Wilkinson is to conclude his lectures on the "History of Pharmacy," at the University with an address on "Poisons and Poisoners."

Customers at the 212 London Road branch of Boots, Ltd., have been "queued up" for the sale of goods removed from the various stocks of the four businesses recently taken over from private chemists.

#### Miscellaneous

**FIRE.**—An outbreak of fire occurred on February 23 at the premises of Mr. E. Bowman, chemist and druggist, Carlisle. Considerable damage was done before the flames were subdued.

**WINE-LICENCE APPLICATIONS.**—Among the applications for wine off-licences at the recent local Brewster Sessions, those of the following chemists have been granted:—Miss J. Highton, Woking; Mr. W. Smith, Rugby; Mr. F. Spurr, Adlington, Chorley. Similar applications by the following chemists have been refused:—Mr. W. Gulliver, Beddington, Croydon; Mr. E. N. Williams, Holywell.

**SPORTING EVENTS.**—The following are the results of recent matches played by teams representing Potter & Clarke, Ltd., manufacturing chemists:—*Football*, London Business Houses League, Potter & Clarke, A XI v. Swifts, won 7—1; Potter & Clarke, B XI v. P.L.A., lost 1—0. *Netball*, *Girls*, London Business Houses League, Potter & Clarke, v. P.L.A., won 30—2.—"The Daily Express," of February 25, in a football article, states:—"Leicester Pharmacy hold a prominent position among those teams in the district that have to be content with Thursday football. . . . In their class they take a good deal of holding."

**IN THE COURTS.**—At Lambeth Police Court, London, on February 21, Gordon Jones (24), described as a liftman, was fined 20s. for the theft of goods value 5s. 7d., the property of his employers, P. H. Galloway, Ltd., manufacturing chemists, Walworth Road, S.E.—At Preston Sessions, on February 25, Joseph Edward Burton, Manchester Road, Nelson, pleaded "Guilty" to being an undischarged bankrupt and acting as director of a company without leave of the Court. The defence was that there was nothing to Burton's detriment in the bankruptcy. In 1929 he returned to Nelson, where his father manufactured a special ointment. Trouble with a strong business rival led to financial difficulties. While trading "on his own" he made it known he was an undischarged bankrupt. The defendant was bound over.

## Retail Pharmacists' Union

#### Branch Meetings

**Neath.**—The chemists of Neath, Port Talbot and District have formed themselves into a local branch of the Retail Pharmacists' Union, with the official recognition of the Executive. The officers for the ensuing year are as follows:—*Chairman*, Mr. T. Dummer (Neath); *Vice-Chairman*, Mr. D. Illtyd Rees (Aberavon); *Secretary*, Mr. G. Mervyn Rees (Neath).

Mr. G. A. Mallinson, secretary of the Union, informs us that a question in the report of the Select Committee on Shop Assistants' Hours in our issue of February 14 (p. 172) should have read "You think the conditions as a whole in your industry have improved in the last few years?" not as printed.

## Scottish News

#### Brevities

The grant of the Dental Board of the United Kingdom to the Glasgow Dental Hospital and School has been increased, on condition of a further sum being raised within a given time, from £1,000 to £3,000.

At Airdrie Sheriff Court, recently, Mr. E. Gordon, chemist and druggist, Calder Road, Mossend, was fined £1 for selling hydrocyanic acid to a man who gave a false name and address and who had not been introduced. Mr. Gordon said that although he did not know the man's name and address he was frequently in his shop.

At Glasgow Sheriff Court, recently, John S. Russell (37), described as a ship's surgeon, was sentenced to six months' imprisonment for procuring opium and diamorphine hydrochloride in a chemist's shop without authority. It was stated that the accused, who was a drug addict, took a blank prescription-form from a doctor's surgery, and wrote an order or prescription on it.

## Irish News

#### Belfast

The annual meeting of the Chemists' and Druggists' Society of Ireland, which was originally fixed for February 25, has been postponed to March 4.

At the annual meeting in Belfast of the Northern Ireland Branch of the National Federation of Sub-Postmasters, on February 19, Messrs. J. Henderson, Ph.C., Belfast, and J. F. Grimes, Ph.C., Pomeroy, were elected to the Committee.

At a meeting of the Business Committee of the Belfast Chamber of Trade on February 24 a letter was read from Mr. W. J. Stevenson (secretary of the Ulster Retail Drug Trade Association), bringing before the Chamber a matter which was stated to be causing serious disquietude among Belfast traders, namely, retail stores in certain districts selling packed and proprietary articles at cut prices. The letter continued:—"My Committee suggests that with loyal co-operation from the wholesale houses and other retail organisations, and the good offices of the Chamber of Trade, this cutting should cease or supplies be stopped." Following up the letter a deputation from the Retail Drug Trade Association, consisting of Mr. C. Abernethy (president), Mr. S. Hudson, Mr. J. Guthrie and Mr. S. McLoughlin, waited on the Chamber. Mr. McLoughlin stated that the cutting of prices of packed and proprietary articles by grocers was a growing source of irritation. Mr. Guthrie gave specific instances. It was stated that the objection was not so much against grocers selling articles which really belonged to the drug trade as to selling them at cut prices, making the position of druggists, who observed the price scales, very difficult. After a general discussion it was decided to refer the matter to the North of Ireland Grocers' Association for conference, and that if it were later decided to send a deputation from the Grocers' Association and the Drug Trade to the Wholesalers' Association the Chamber would lend its support.

#### Dublin

Lennox Chemicals, Ltd., have taken over premises at 3 Leinster Street, Dublin.

The partnership between Mr. James Michie, Ph.C., and Mr. F. W. Buchanan, Ph.C., 22 Main Street, Blackrock, co. Dublin, has been dissolved; Mr. Buchanan will continue the business.

**EXPERT OPINION.**—"It is possible for an advertising expert to make a retailer stock a sufficient quantity of a new article to justify the advertising before the advertising begins."—Sir Charles Higham in "The Morning Post."



## Pharmaceutical Society of Northern Ireland

### Council Meeting

THE monthly meeting of the Council was held on February 20 in the Society's offices, Belfast, the president (Mr. S. S. Badger) in the chair. Apologies for absence were received from Sir Thomas McMullan, Messrs. J. F. Grimes, W. S. Taylor and R. I. Edwards. Mr. David L. Kirkpatrick (secretary) was in attendance.

THE PRESIDENT expressed the sympathy of the Council with Mr. J. C. Culbert on the sudden death of his wife. They were all sorry for Mr. Culbert in the great loss he had sustained.

Mr. DUNDEE seconded the motion, which was supported by Mr. Hardy, and passed by a standing vote.

### RECIPROCITY NEGOTIATIONS

The Pharmaceutical Society of Saskatchewan wrote that they were not at this time prepared to have reciprocity with the Society.

### IRREGULAR TRADING

The Ulster Retail Drug Trade Association Committee wrote it was the unanimous opinion that steps must be taken in the near future to obtain better legislation in regard to supply by wholesale, and the retail of drugs by grocers, considering that the chemist had to pay an annual fee. Complaints were general, but concrete cases could be given where poisonous preparations were sold by grocers.

Mr. DUNDEE alluded to the difficulty of procuring evidence on which to get a conviction against a grocer.

Mr. STOREY said wholesale chemists in some cases were supplying these poisons to unlicensed traders. Chemists could make complaints, but would take no action.

The secretary was instructed as to the reply to be sent.

### APPRENTICES' CERTIFICATES

The Education Committee's report recommended that the following candidates, who submitted certificates from the undermentioned bodies, be granted the certificate of apprenticeship to a pharmaceutical chemist:—

Michael Joseph Tierney, 110 Oldpark Road, Belfast, Senior Grade certificate, No. 132, 1930, Ministry of Education, N.I.; John Wilkinson, Mossgrove, Randalstown, co. Antrim, Junior Grade certificate, No. 1,160, 1930, Ministry of Education, N.I.; William Dick, Knockaniller House, Douglas Bridge, Strabane, Preliminary certificate, Royal College of Surgeons, Dublin, 1930; William Dinsmore, Waterside, Coleraine, Junior Grade certificate, No. 1,667, 1930, Ministry of Education, N.I.; Agnes Gertrude Dorrian, Main Street, Kircubbin, co. Down, Pharmaceutical Preliminary, Queen's University, Belfast, 1930; Francis Dominic Grant, O'Neill Arms Hotel, Toomebridge, co. Antrim, Junior Grade certificate, No. 1,029, 1928, Ministry of Education, N.I.; Evelyn Agnes McIlwraith, 34 Cyprus Avenue, Belfast, Matriculation certificate (Faculty of Agriculture), Queen's University, Belfast, 1930.

### EXAMINATION ARRANGEMENTS

THE PRESIDENT proposed that all the old examiners be reappointed, and that the examinations be held in the Municipal College of Technology, provided accommodation is available there.

Mr. TODD, seconding, said he understood there was now a new pharmacy laboratory in the College.

Mr. STOREY supported the reappointment of the old examiners with the addition of Dr. Fielden. The resolution was passed, including Dr. Fielden's appointment.

### MEMBERS ELECTED

The following nominated candidates were elected as members of the Society:—John Caldwell, 41 Rugby Road, Belfast; Alfred William Gray, 41 Ogle Street, Armagh; Annie Sarah Josephine Laverty, 372 Ravenhill Road, Belfast.

## Dangerous Drugs Act, 1920

THE following is the text of the draft Regulations, dated February 20, made by the Home Secretary adding certain preparations to the Third Schedule of the Dangerous Drugs (Consolidation) Regulations, 1928. The formulas of these preparations (which, it will be seen, are to be placed in the list of exempted preparations) were published in THE CHEMIST AND DRUGGIST, February 21, p. 201.

The Regulations are to come into force at the end of forty days from the date of the draft:—

In pursuance of Section 7 of the Dangerous Drugs Act, 1920, I hereby make the following Regulations amending the Dangerous Drugs (Consolidation) Regulations, 1928, (a) made under that Section on December 14, 1928, hereinafter referred to as the Principal Regulations:—

(1) Nothing in the Principal Regulations shall apply to the preparations mentioned in the Schedule to these Regulations, and those preparations shall be added to the Third Schedule to the Principal Regulations.

(2) Copies of the Dangerous Drugs (Consolidation) Regulations, 1928, printed under the authority of His Majesty's Stationery Office may be printed with the addition directed to be made by these Regulations.

(3) These Regulations may be cited as the Dangerous Drugs (Consolidation) Amendment Regulations, 1931.

ONE OF HIS MAJESTY'S PRINCIPAL  
SECRETARIES OF STATE.

Home Office, Whitehall, . . . 1931.

### SCHEDULE

Elixir diamorphinae et terpini c. apomorphina, B.P.C.  
Linctus diamorphinae camphoratus, B.P.C.  
Linctus diamorphinae c. ipecac., B.P.C.  
Linctus diamorphinae et scilla, B.P.C.  
Linctus diamorphinae et thymi, B.P.C.

(a) S.R. & O., 1928, No. 981.

Draft copies of the Regulations may be obtained on application to the Under-Secretary of State, Home Office, Whitehall, London, S.W.1.

## Coming Events

This section is reserved for advance notices of meetings or other events. These should be received by Wednesday of the week before the meetings, etc., occur.

### Monday, March 2

Sheffield Pharmaceutical and Chemical Society, Church House, Lanteru lecture by Canon L. E. Day on "Newfoundland."

### Wednesday, March 4

Pharmaceutical Society of Great Britain, Glasgow and South-Western Branch and Glasgow Pharmacy Club, Royal Technical College, Glasgow, at 8 p.m. Joint meeting. Mr. M. M. Irvine on "The Electrical Recording and Reproduction of Sound, with Special Relation to Talking Pictures." Retail Pharmacists' Union, Manchester, Salford and District Branch, Clydesdale Club, Turner Street, at 8.30 p.m. Annual meeting.

### Thursday, March 5

Combined Metropolitan Branches, Hotel Russell, London, W.C.1, at 7 p.m. Supper and dance. Tickets, 5s. 6d. single, 10s. 6d. double, from the secretary of the Pharmaceutical Society, 17 Bloomsbury Square, W.C.1, or from the secretaries of any of the Metropolitan branches or associations.

Pharmaceutical Society of Great Britain, Manchester, Salford and District Branch and Manchester Pharmaceutical Association, Council Chamber, Houldsworth Hall, Deansgate, at 8.30 p.m. Joint meeting. Dr. J. S. Taylor on "Immunity to Disease and Methods of Procuring This."

### Friday, March 6

South-West London Chemists' Association and Branch of the Pharmaceutical Society, at 8.30 p.m. Meeting.

## Legal Reports

**Unstamped Dutiable Medicine.**—At Doncaster Police Court, on February 19, Mr. Harry Stiles, chemist and druggist, Frenchgate, was summoned for having sold a bottle of Sirop Famel without having it duly stamped. He pleaded "Guilty." Mr. B. M. Stephenson, for the Board of Customs and Excise, said that one of their inspectors bought a bottle of the medicine for 3s. It should have borne a rs. medicine stamp. Under the Act the chemist might have been absolved from liability, but he did not qualify for the concession. Mr. W. L. Crawford, defending, said that Mr. Stiles was not present when the medicine was sold. It was purely a technical offence. A fine of 40s. was imposed.

**Failure to Keep Records.**—At Manchester City Police Court, on February 18, the Wynost Manufacturing Co., Ltd., chemists, Oxford Road, were summoned on three counts under the Regulations of the Dangerous Drugs Act, 1920. Mr. John Hutton, assistant solicitor to the Corporation, prosecuted, and Mr. Kaye appeared for the defendants. It was stated for the prosecution that on May 21, 1930, the defendants failed to enter in the register the purchase of 1 oz. of cocaine hydrochloride from James Woolley, Sons & Co., Ltd.; the two other summonses were for similar offences in respect of a further purchase of  $\frac{1}{2}$  oz. of cocaine hydrochloride from Messrs. Woolley on October 10, 1930, and the sale of 6 oz. of a preparation known as lomacain.

### A PRELIMINARY OBJECTION

Mr. Kaye raised the objection that the Regulations stipulated "every person authorised to sell drugs," and maintained that the person authorised by the company to sell the drugs, a Mr. Lomax, should have been summoned and not the company. Under the Pharmacy Acts the company had to appoint some person to be responsible for the sale of drugs. Mr. Hutton quoted the Dangerous Drugs and Poisons (Amendment) Act, 1923, Sec. 2 (2c): "Where a person convicted of an offence under this Act is a company, the chairman and every director and officer concerned in the management of the company shall be guilty of the like offence unless he proves that the act constituting the offence took place without his knowledge or consent." The Magistrate: A company can be found guilty, and you cannot say a company cannot be fined unless they prove they had no knowledge. Mr. Kaye: If the company is the one authorised to sell. In our case Lomax is the one authorised to sell, and the man registered is the only one who can handle the poisons under the Dangerous Drugs Act. Mr. Hutton said that persons keeping open shop for the retailing of poisons were authorised to manufacture at the shop in the course of their ordinary retail business preparations containing poisonous drugs. Mr. Kaye: They must have an individual responsible for the sale under the Pharmacy Act. Even an assistant or a director who is not a chemist cannot handle the poisons. Mr. Kaye added that Lomax was the person who should have kept the register. Mr. Hutton said the fact that they had a manager there did not absolve them from their liability as a company. The Magistrate: The section is only to prevent persons without knowledge from dispensing poisons. There is nothing in the Act which says that he shall be the person responsible. Mr. Hutton: On the contrary, the Dangerous Drugs Act of 1923 refers particularly to a company where the person convicted is a company. The Magistrate: It seems to me that this section in the Act of 1908 is only providing that there shall be somebody in the case of any body corporate who is competent. That does not relieve the company or any of its officers from responsibility.

### THE EVIDENCE

Mr. Hutton produced the special authority of the Home Office authorising the prosecution in view of the time that had elapsed since the offence. Referring to the two purchases of cocaine hydrochloride, he said that to a certain extent it had been used, as far as could be ascertained, in the manufacture of a dental preparation

known as lomacain, manufactured by the company and used as an anæsthetic. But the supply of lomacain accounted for in the register totalled 304 gr. There should have been on the premises 352½ gr., but there were actually found there only 74 gr. Half an ounce of the hydrochloride was sufficient to manufacture 70 oz. of that dental preparation. The cocaine was not entered in the register as having been purchased, and there were only one or two entries of supplies of lomacain. Mr. Lomax carried on the practice of dentist.

Evidence as to the supply of the cocaine hydrochloride was given by Mr. Arthur Moore, general manager of Messrs. Woolley, who said the orders were in the handwriting of Mr. Lomax. He identified a labelled bottle found at the defendants' premises. Evidence was given by Mr. Harry Doveaston, dentist, Warrington, as to the supply to him by the defendants of three 2-oz. bottles of lomacain on July 9, 1930. Mr. Wilfred Hancock, chemist and druggist, said that on December 11 last he took over the management of the defendants' shop, and found the poisons cupboard contained the quantities of cocaine mentioned by the prosecution. Mr. Harry Heap, M.Sc., Manchester city analyst, said the discrepancy of 278½ gr. of cocaine was a very serious one. In his experience a person could not get much higher than five grains; ten grains was certainly a fatal dose. With people who had never taken cocaine before there was no chance at all with 1 gr.

Mr. Kaye, addressing the n-agistrate, said Mr. Brown, on whose behalf he had been instructed, was not a chemist and had himself an entirely different business from that of the defendant company. He left the management of the chemists' shop to Mr. Lomax, who was a qualified chemist. Mr. Brown knew nothing of what was going on apart from what Mr. Lomax told him, and was unable to check the poisons register, as he was not a chemist and would not have known how to do it. The Magistrate: He is entitled to know what is going on. Mr. Kaye: How is Mr. Brown to know, from the stocks he is not allowed to handle, what has come in and what has gone out? The Magistrate: He must know how the funds of the company are being spent. Mr. Kaye: That is raising a question I did not want to say anything about this morning. Mr. Lomax is a person fully qualified under the Act to carry out its requirements. He has failed. That is quite evident, but he has failed not within the knowledge of Mr. Brown. The Magistrate: A person cannot simply say "I appoint somebody to deal with these dangerous drugs" and say "I no longer take any responsibility." Surely Mr. Brown is responsible jointly with his co-director for what that company does? If he has taken no precaution to protect himself, that is his look-out.

Mr. Frederick Charles Brown said he was a director of the defendant company, and from time to time attended at the shop and inspected the register. He used to ask Mr. Lomax if the register was in order, and every time the police came round Mr. Lomax used to tell him. As far as he knew everything was in order. Mr. Lomax kept the books of the company. The Magistrate: Don't you realise the serious position? A man in such a post as manager unsupervised is in a position to poison half Manchester. Mr. Brown: I do realise the hopeless position I was in because I had no qualifications as a chemist. Mr. Hutton pointed out that the last entry in the register of a purchase of cocaine was on June 28; Mr. Brown said he did not think that was extraordinary, as the wholesale dentist side of the business had been neglected.

The magistrate said Mr. Brown seemed to have accepted what Mr. Lomax told him and not made any inquiry whatever as to what use was being made of his money, what was being sold or the amount. He asked him if the poisons register was in order, and he said it was, and Mr. Brown relied upon Mr. Lomax. Mr. Brown could not evade responsibility and say that he trusted somebody else and left everything in his hands. It was for Mr. Brown to see that the company was properly conducted. Mr. Brown was responsible; he would be fined £25 in each case, and there would be an order for the payment of £5 5s. costs.



## New Companies and Company News

**P.C. means Private Company and R.O. Registered Office.**

**P. D. S. A. PURCHASING AGENCY, LTD. (P.C.).**—Capital £100. Objects: To carry on the business of chemists, druggists, etc. The directors are: H. Broughton, W. L. Edwards, J. W. Roberts, N. S. H. Warner and J. C. Wing. R.O.: 15 Taviton Street, Gordon Square, W.C.1.

**ZEALS PHARMACY, LTD. (P.C.).**—Capital £1,000. Objects: To carry on the business of chemists, etc. The directors are: E. H. Gibson, 84 Uphill Park Road, Weston-super-Mare (life managing director and chairman), traveller, E. H. Gibson, jun., chemist, and R. P. Lower, chemist's assistant.

**A. PROCTER & SON, LTD (P.C.).**—Capital £5,000. Objects: To carry on the business of chemists, herbalists, drug merchants, etc. The directors are: A. Procter, Rototura, Le Brun Road, Eastbourne, chemist (director of Lewes Cinema, Ltd.), and T. F. Procter, Monaco, Victoria Drive, Eastbourne, chemist.

**R. C. TWEEN, LTD. (P.C.).**—Capital £1,500. Objects: To carry on the business of manufacturing and/or wholesale and retail chemists and druggists, etc. The subscribers are: R. C. Tween, "Ashton," Avenue Rise, Bushey, chemist, and E. W. R. Tween, "Ashton," Avenue Rise, Bushey, chemist's assistant. R.O.: 47 High Street, Bushey, Herts.

**WHITE'S TIBO CO., LTD. (P.C.).**—Capital £8,000. Objects: To acquire from Tibo Products (International), Ltd., that portion of the business carried on by them within the British Isles and Irish Free State, and to carry on the business of chemists, druggists, etc. The directors are: W. Lennard, H. J. Hoxby and A. J. Barton. R.O.: Audrey House, Ely Place, E.C.1.

**A. CALDER, LTD. (P.C.).**—Capital £200. Objects: To acquire the business of chemists carried on as "H. J. Gratte & Son" at 9 Dock View Road, Barry Docks. The directors are: J. P. Wright, 23 Kingsland Crescent, Barry, chemist and druggist, A. J. Calder, 2 Tan-y-Fron, Barry, chemist's representative, and Ethel Calder. Solicitor: E. T. Edmunds, 101 Holton Road, Barry.

**CHILEAN NITRATE OF SODA DISTRIBUTORS, LTD.**—At a meeting held in London on February 20, it was resolved that this company be wound up voluntarily. Mr. B. J. Davis, 2 Norfolk Street, Strand, W.C.2, was appointed liquidator.

**THE "SANITAS" CO., LTD.**—The directors announce that the proposal (C. & D., February 21, p. 200) to increase the capital by the addition of 67,200 9 per cent. cumulative preference shares of £1—existing preference holders having the right to subscribe at 22s. 6d. per share—has been approved.

**HEPPILLS, LTD.**—The "London Gazette" announces that Titterton and Howard (1930), of Great Titchfield Street, London, brush manufacturers, have presented a petition for the winding-up of Heppills, Ltd. As stated in last week's C. & D., Mr. Maurice Jenks has been appointed receiver and manager of Heppills.

**COMPANIES DISSOLVED.**—Notice has been given in "The London Gazette" that the names of the undermentioned companies have been struck off the register and the companies dissolved:—British Controlled Metal & Chemical Corporation, Ltd.; British Toilet and Perfumery Co., Ltd.; Clegg's Drug Stores, Ltd.; Hayden Cure for Intemperance Syndicate, Ltd.; Oakfield Pharmacy, Ltd.; Rico Optical Co., Ltd.; Capsol Products, Ltd.; West London Scientific Apparatus Co., Ltd.; British Foam Bath Co., Ltd.; Hampton Hill Pharmacy, Ltd.; Hygienic Cap & Stopper Co., Ltd.; John Bruce (Chemists), Ltd.; Manie's Chemists, Ltd.; Perfumdrugs,

Ltd.; St. Martin's Therapeutic Institute, Ltd.; The Barri Therapeutic Institute, Ltd.; Beauty Salons, Ltd.; Dalton Chemical Works, Ltd.; Mothersill & Co., Ltd.; Nichols Chemical Co., Ltd.; Sandor Foam Co., Ltd.; Spencers (Chemists), Ltd.

## Voluntary Liquidations

**Crosspool Pharmacy, Ltd.,** 17 Sandygate Road Sheffield. The statutory meeting of the creditors was held recently at the offices of J. W. Fenoughty, Ashton & Co., solicitors, of Bank Street, Sheffield. The statement of affairs showed liabilities of £440 10s. 3d., due to unsecured creditors. The assets consisted of cash at bank 4d.; stock at cost £181 1s., and fixtures and fittings £250 5s., valued at £80, making a total of £261 1s. 4d. After allowing £49 6s. 11d. for preferential claims, the net assets were £211 14s. 5d., or a deficiency of £228 15s. 10d. It was stated that the company was registered in September, 1928, with a nominal capital of £1,000. The issued capital was £426, all of which had been allotted for cash. During the year to September, 1929, the turnover was £781, with a loss of £52, while for the 15 months to December 18 last, the sales were £652, with a net loss of £317. For some time past efforts had been made to sell the business, but without success. The creditors passed a resolution confirming the voluntary liquidation of the company, with Mr. J. Hancock, C.A., of Sheffield, as liquidator, with a committee consisting of the representatives of Excell Bros.; Gilbert & Jackson, Ltd., and the Association of the Manufacturing Chemists. The following are creditors:—Raines & Co., Ltd., £33; Yardley & Co., Ltd., £11; Gilbert & Jackson, Ltd., £77; Ucal, Ltd., £47; Brook, Parker & Co., Ltd., £17; Kodak, Ltd., £33.

**George Duncan, Ltd.,** Ravensthorpe, chemists.—The statutory meeting of the creditors herein was held, recently, at the offices of Harrison, Hanson & Co., C.A., 20 Bond Street, Dewsbury. The statement of affairs showed liabilities of £871 16s. 1d., of which £459 4s. 5d. was due to unsecured creditors, and £412 11s. 8d. to partly secured creditors. The assets consisted of cash in hand 15s.; stock, £250, expected to produce £100; fixtures and fittings, £100, valued at £50; and book debts, £12; making a total of £162 15s. After allowing £75 10s. 3d. for preferential claims, the net assets were £87 4s. 9d., or a deficiency so far as the creditors were concerned of £784 11s. 4d. It was stated that the business had been carried on with a qualified chemist on the board. The latter, however, retired some little time ago, and it had been impossible to obtain the services of another qualified man. Recently creditors had been pressing, and on January 30 last a sheriff entered into possession, following a judgment which had been obtained. In order to protect the assets, the sheriff was notified of the proposed meeting of the creditors, and he had refrained from taking any further action. The shop had been closed, and efforts were being made to effect a sale as a going concern. The creditors decided to confirm the voluntary liquidation of the company, with Mr. Hanson, of Harrison, Hanson & Co., C.A., Dewsbury, as liquidator. The following are creditors:—Brook, Parker & Co., Ltd., £86; Goodall, Backhouse & Co., £13; Hirst, Brooke & Hirst, Ltd., £78; Raines & Co., York, £24; Richardson, John, & Co. (Leicester), Ltd., £22; Singleton & Cole, Ltd., £16; Sumner, R., & Co., Ltd., £16.

## Gazette

### Bankruptcy Acts

RECEIVING ORDER AND ADJUDICATION

ELMITT, J. G., 74A Kensington Park Road, London, W.11, chemist.



# Festivities

## Dundee Function

THE annual whist drive, supper and dance under the auspices of the Dundee and East and Central Scottish Branch of the Pharmaceutical Society was held on February 4. The company numbered some 200. The whist was supervised by Mr. H. Robertson, and Mrs. James Anderson presented the prizes to the following:—*Ladies:* (1) Miss Reid; (2) Miss Whyte; (3) Mrs. Brown; (playing as gentlemen), (1) Miss Thoms; (2) Miss Ferrier. *Gentlemen:* (1) Mr. Davidson; (2) Mr. Ferrier; (3) Mr. Elder; (consolation), Mrs. Donald and Mr. Mitchell. Mr. John Anderson (chairman) welcomed the guests at supper, and Dr. Tait (Edinburgh) also addressed the gathering.

## Hastings Chemists at Dinner

THE fourth annual dinner of the Hastings, St. Leonards, Bexhill and District Branch of the Pharmaceutical Society was held at the Queen's Hotel, Hastings, on February 4, Mr. L. J. Neal in the chair. Those present included Mrs. Neal, Councillor and Mrs. Ormerod (Mayor and Mayoress of Hastings), Dr. C. Smith (president of the Sussex Branch of the British Medical Association), Mr. H. N. Linstead (secretary of the Pharmaceutical Society), Mr. and Mrs. H. C. Browne (Eastbourne), Mr. and Mrs. Crisford, Mr. and Mrs. W. O. McBryde (Croydon), Mr. and Mrs. Neve (Croydon), Mr. and Mrs. J. Plowright (Brighton), and Miss C. K. Lynch (secretary). After the loyal toast had been honoured, the chairman proposed "The Pharmaceutical Society," and spoke of the education of those entering pharmacy. He wondered also if there was a chance of opposing the Pharmacy and Poisons Bill in its entirety. In reply, Mr. Linstead paid a tribute to the memory of the late Mr. Harold Skyrme and to the work he had done for the profession in Hastings. Following Mr. Neal's remarks on education, Mr. Linstead said they were passing through a transitional stage in their examinations. The difficulty in obtaining apprentices was a local one to some extent. The Pharmacy and Poisons Bill was likely to be a serious thing for the profession. It was possible, if all the pharmacists in England got together, to delay it. He was afraid they would get the Bill sooner or later. Mr. H. F. Baird submitted a toast in honour of the Mayor and Mayoress. The Mayor responded. Miss Lynch proposed "The Ladies and Visitors," and read

a speech prepared by Mr. E. Skyrme, who could not attend. Medical men present, visiting chemists from other towns, and representatives of wholesale firms were mentioned in the welcome. Mr. H. C. Browne (Eastbourne) replied and congratulated the Hastings Branch on the success of the evening. Thanks to the secretary and the dinner committee were expressed by the chairman, and Miss Lynch replied. Mr. H. M. Thompson was the toastmaster.

## School of Pharmacy Dinner

THE annual dinner of the Students' Association of the School of Pharmacy was held at the Trocadero Restaurant, London, W.C.1, on February 19, Mr. G. R. Boyes (president) in the chair. The company included Mrs. Boyes, Mr. A. R. Melhuish (president of the Pharmaceutical Society) and Mrs. Melhuish, Professor H. G. Greenish (dean of the School of Pharmacy), Dr. C. H. Hampshire, Dr. W. H. Linnell, Mr. S. J. Worsley (academic registrar of the University of London), Mr. and Mrs. Corfield, Messrs. R. R. Bennett, H. Treves Brown, A. Francis, V. Hewlett, H. Martin, H. Skinner and T. Tickle. Mr. F. Hartley (Jacob Bell scholar) proposed "The Pharmaceutical Society of Great Britain." Since the founding of the School, said Mr. Hartley, the Council had encouraged education; they were an enterprising body and the School of Pharmacy was the best in the world. Mr. Melhuish, in reply, complimented Mr. Hartley on the excellence of his speech, and said they expected much from the Bell scholar. He looked forward to the time when they would have a bigger school and larger premises for the Society. "The School of Pharmacy" was proposed by Mr. S. J. Worsley, who said he felt that to be invited to a students' "do" was one of the greatest honours that could be paid to him. The School of Pharmacy, he said, had filled a gap in University education. The toast was replied to by Professor Greenish; and "The President" was proposed by Mr. C. E. Corfield. Throughout the evening a programme of music was enjoyed.

## Birkenhead Carnival Ball

THE Birkenhead and Wirral Pharmacists' Association held a successful carnival ball on February 19, when nearly 300 dancers, many in gay fancy costumes, took part in the revelries. The arrangements were once again in the hands of the Social Committee, composed of Mr. C. H. Wright (president) and Mrs. Wright, Mr.

F. Snow (secretary and treasurer), and Mrs. Snow, Mr. and Mrs. W. G. Snow, and Mr. and Mrs. A. Dewar. Mr. E. V. Housden acted as M.C. The guests included many representatives of the medical profession, while also among the dancers were Mr. H. Graham White, M.P., and the Mayor and Mayoress (Councillor and Mrs. E. J. Hughes). Prizes were awarded to the following:—*Ladies:* (most artistic), Mrs. C. H. Wright; (2) Mrs. W. G. Snow; (most original), Miss M. Askew, Mrs. Green; (most topical), Mrs. L. A. Roberts, Miss E. Wallace. *Gentlemen:* (most artistic), Mr. V. Miller, Mr. W. P. Edwards; (most original), Mr. T. Wright, Mr. W. G. Snow; (most humorous), Mr. H. Jones, Mr. P. S. Bordley.



Photo]

[Cull

PRIZE-WINNERS AT THE CHEMISTS' FANCY DRESS BALL, TOWN HALL, BIRKENHEAD, FEBRUARY 19



### South-West Function

THE annual dinner and dance of the South-West London Chemists' Association and Branch of the Pharmaceutical Society was held at the Holborn Restaurant, London, W.C.1, on February 25, the president (Miss A. T. Borrowman) in the chair. Nearly 200 guests sat down to an excellent dinner. Those present included Mr. A. R. Melhuish (president of the Pharmaceutical Society) and Mrs. Melhuish, Mr. H. N. Linstead (secretary of the Pharmaceutical Society), Professor Greenish, Mrs. Freke, Mr. and Mrs. Beardsley, Mr. and Mrs. Gamble, Mr. and Mrs. John Humphrey, Mr. and Mrs. P. Maw, Mr. and Mrs. Slade, Mr. and Mrs. Tccher, Mr. and Mrs. P. Want, Messrs. Lockyer, H. Skinner and F. G. Wells. After the loyal toast had been honoured, the president asked Miss Mary Boyes to receive a cut-glass vase, a prize won for a fancy dress at a recent dance. "The Pharmaceutical Society" was proposed by Mr. D. A. Rees (past-president of the Association), who said his task was a pleasant one. The South-West Association had always been loyal, and they had the honour of counting three of their members in the Council. The eyes of all were on the Society at this critical moment, and they were glad to be able to express their full confidence in the Council. The Society was to be congratulated on having an able and experienced leader in Mr. Melhuish, whose name he coupled with the toast. Mr. Melhuish, in reply, agreed with the proposer that there was no more loyal Association than South-West London. He thought probably no other association in the country sent so many members to the Council. They also helped on the R.P.U. and the P.A.T.A., but, above all, their greatest contribution was their loyal support. The Council welcomed criticism, provided it was of a constructive nature, and so long as it assisted them in the present difficult position. They had by no means reached the end, and he hoped all associations and other organisations would assist to put on the statute-book an Act beneficial both to pharmacy and to the public. "The South-West London Chemists' Association and Branch of the Pharmaceutical Society" was proposed by Mr. H. N. Linstead, who endorsed a tribute paid to Miss Borrowman by the president of the Society for her work on the Board of Examiners. To the singing of "She's a jolly good fellow," Miss Borrowman rose to reply to the toast. She had spent, she said, two very happy years as president of the Association, and she had an extremely considerate and efficient council. She welcomed the visitors and thanked them all most heartily. During dinner an excellent entertainment was provided, and about 10.15 p.m. the room was cleared for dancing. Mr. J. E. Jones (social secretary) was responsible for the arrangements.

## Association Meetings

**Edinburgh.**—The fourth meeting of the fifty-third session of the Edinburgh Chemists' Assistants' and Apprentices' Association was held on February 6, Mr. J. J. Blackie (president) in the chair. Mr. Henry Stout, Ph.C., made an interesting communication on

### ODDS AND ENDS

including a description of the construction and uses of Sikes' hydrometer. He also drew attention to confusion existing between the similar names "benzene" and "benzine." In the loosening of glass stoppers it had been pointed out that tapping the stuck stopper with another piece of glass would loosen the stopper when tapping with wood or metal had no effect. It was worth while to have ready for this special purpose a "tapper" of hard glass. An interesting point had recently arisen with reference to the known dislike of birds to blue paper. It was claimed that after seed sowing if pieces of blue coloured paper were tied to string and suspended over the seed-bed birds would not go near.

The next communication was by Olive W. Scarlett, B.Sc., A.I.C., on

### SOME PHARMACISTS IN FICTION

The first thing to notice about the pharmacist in fiction, said Miss Scarlett, is that he is very conspicuous by his absence. On the few occasions that we do appear, we usually have a sinister connection with the plot, and are rather unpleasant individuals. In the olden days when we were herbalists we were usually depicted as cheery genial fellows, but now that we are druggists the iron has entered into our souls. First of all comes Chaucer in the fourteenth century. You will remember that he has a "doctor of physik" in his "Canterbury Tales," and in the prologue we are assured of the good feeling which existed between the doctor and his apothecaries. Moving on, we find a very interesting Elizabethan play called "The Four P's," written by John Heywood in 1545. The author described it as a new and very merry interlude of "a palmer, a pardoner, a pothicary and a pedlar." Then we come to Shakespeare at the end of the sixteenth century. In his tragedy, "Romeo and Juliet," when Romeo receives news that Juliet is dead, he searches about in his mind for some means of obtaining poison in order that he may die too, and be with Juliet. At the beginning of the seventeenth century, Ben Jonson wrote what some consider his best play, "The Alchemist," but I think the less said about Mr. Subtle, the alchemist, the better. Talking of alchemists, we have a very modern one in a tale by the late Sir Arthur Conan Doyle. Raffles Haw, by passing powerful electric currents through bismuth, converted it to lead, then mercury, then down through all the gamut of the periodic table past gold, barium, silver, tin, until finally he was left with a fluffy grey dust, the base of all matter. The methods of advertisement adopted by Bob Sawyer and his friend Benjamin Allen in "Pickwick Papers" make refreshing reading. Scott, in "Kenilworth," presents to us the aged man Alasco, who is a strange mixture of "poisoner, quacksalver, alchymist, and astrologer." Kipling in his book of short stories, "Traffics and Discoveries," devotes one to a chemist, Mr. Shaynor by name. About twenty years ago, H. G. Wells published his novel, "Tono-Bungay." We first get a picture of Ponderevo, with his nephew George as apprentice, running a chemist's shop in the sleepy village of Wimblehurst. He migrated to London and then came his meteoric rise to wealth through the marketing of that colossal humbug "Tono-Bungay," the secret of vigour. In "Martin Arrowsmith," written by Sinclair Lewis in 1925, we get an extraordinarily convincing picture of life in the United States. One of the most interesting parts of this book to us as pharmacists deals with life in the research laboratories of a large pharmaceutical firm. In a modern novel called "Not Sufficient Evidence," the story opens in a chemist's shop. We hardly expect such a light-hearted writer as P. G. Wodehouse to have any use for our sinister clan, but in "Wilfred Mulliner" he introduces us to a young man who invented, amongst other marvels, Mulliner's Raven Gipsy face cream. "My Brother Jonathan," a recent novel by Francis Brett Young, is essentially the life history of a doctor. There is also a chemist mentioned in this book.

**London (W.).**—A joint meeting of the Western Pharmacists' Association and the National Association of Women Pharmacists was held at 192 Oxford Street, W.1, on February 20, when the principal item on the agenda was a lecture on *Television* by Mr. J. J. Denton, secretary of the Television Society. After a brief historical summary commencing with the year 1832, the lecturer gave an account of the present state of development in television with the aid of experiments and lantern slides. His exposition was much appreciated by a large audience. On the invitation of the president questions were asked by Messrs. Melhuish, Shirliff and others. A vote of thanks for a lecture of exceptional interest was carried with acclamation.



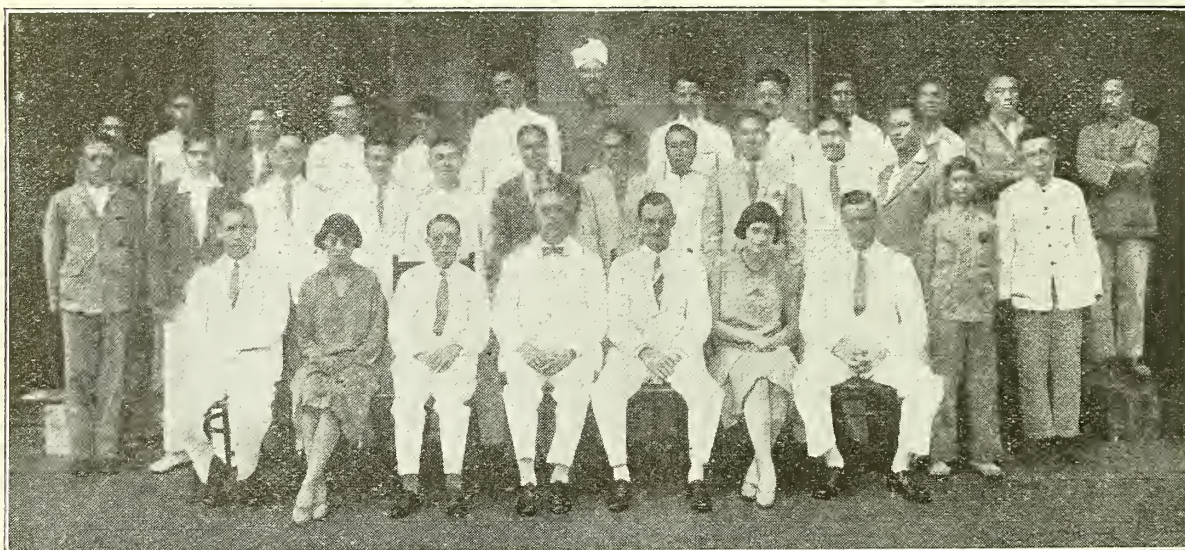
## Pharmacy in Malaya

AMONG the number of British-owned pharmacies in the Straits Settlements that of the Medical Hall, Ltd., Singapore, is one of the most important, having been established over forty years ago. It was converted into a limited company in 1920, with a capital of \$200,000, of which \$150,000 was issued. By the courtesy of Mr. Geo. W. Crawford, M.P.S., managing director, we are enabled to give an illustration of the combined staffs of the wholesale and retail departments. Reading from left to right the names of those sitting are:—Mr. J. Duthie, M.P.S., assistant; Miss M. Bacon, assistant; Mr. A. J. Turner, M.P.S., manager retail department; Mr. Geo. Crawford, M.P.S., managing director; Mr. J. Dyce, M.P.S., manager wholesale department; Miss D. Bacon, assistant; and Mr. A. Wilson, M.P.S., assistant. The business is well known all over the Straits Settlements, and Malay Peninsula, Sarawak, Borneo and Siam.

A wholesale department was opened in 1925, housed in a separate building, and there are manufactured such preparations as can profitably be made instead of purchasing from Europe and elsewhere. Manufacturing plant is being gradually added as requirements grow,

and at present consists of a grinding and sifting machine, ointment mill, three gas-heated stills for water distillation, an electrically-heated still for spirituous preparations, an electrically-driven emulsifying machine, and a saw bench for making packing cases. The biological side has not been overlooked, and two electrically-operated refrigerating cabinets are used for the storage of sera, vaccines and special preparations requiring cold storage.

The wholesale department was primarily opened with a view of carrying stocks for the retail trade, and that such a house was required is shown by the steadily increasing volume of business done. A qualified chemist and druggist now travels the Malay Peninsula every two months, and, as well as taking orders for the special products of the firm (drugs, chemicals and sundries), pushes such lines as the house is agent for. The managing director, who holds a controlling interest in the company, has had over twenty-seven years' experience in Singapore, and the retail and wholesale managers, also with many years' experience in the Straits, possess sound knowledge of local requirements.



STAFF OF THE MEDICAL HALL, LTD., SINGAPORE

## Co-operation in the Pharmacy

THE chemist—or any other business man, for that matter—employs assistants for the purpose of helping to make his business yield profit; and it often depends largely upon the employer as to whether or not his staff give the standard of service of which they are capable. A number of "points of contact" between employer and employee may be worthy of consideration.

An absolute trust in his staff will enable an employer to experience that happy mutual confidence which causes workers to give of their best. They realise they are trusted. There is no need, of course, why unnecessary temptation should be put in the way of an assistant, for to err is human; but within reason, an implied trust in a worker will bring its good results.

Encouragement, too is well worth practising. The assistant who proves himself to be something more than a mere order-taker and mechanical supplier of goods asked for, and takes an intelligent and sympathetic interest in the needs of his customer, is a real asset to his employer. A sign of encouragement will do much towards still further improving his service. A happy knack of dealing with difficult customers with successful results should not pass unrecognised.

The discerning chemist will often find that, given the opportunity, his staff can offer little suggestions on various phases of the business. These may be crude or even impracticable, but, taken in the rough and considered in the light of experience, they may prove capable of being converted into real practical use.

The chemist's assistants should be made to realise their responsibility. The employer is dependent upon the employee for the smooth running of his business, and without the latter's loyal and capable co-operation there will be many leakages which will lessen the profit. There is the assistant's responsibility in regard to the replenishing of stock, the proper adjustment of it on the shelves, so that the old is sold before the new.

Finally, the chemist will find that a human, thoughtful and sympathetic interest in the welfare of his staff will do much to earn their respect. The judicious granting of small privileges, an understanding of juniors' difficulties in study, with a manifest desire to help and encourage as far as possible, will serve to render the chemist's staff—whether great or small—responsive to his consideration and thoughtfulness.—A. S. (3/2).



## British Pharmaceutical Association

We have received the following manifesto, signed by Mr. J. J. Laws, chairman, and Mr. J. F. McNeal, secretary, of the British Pharmaceutical Association and the Council of Qualified Chemists:—

For many years pharmacy has wallowed in the eddies created by other bodies who have forged ahead. Stagnation has become an accepted part of our life, and we have lacked the inspiration to get out of the rut. No live policy has been created. Immediately any criticism took definite shape we were asked to trust our Council. Have we not done so for many weary years, and what do we get but the same depressed outlook, an inferiority complex? All that is now changed. An independent body has been created with a live pharmaceutical policy, a body born with such vigour that it shook off an attempt to control its policy by some of those who have failed in the past. This new association is the only body that has the courage to place before chemists a definite policy—for a generation or more. It goes a step further, and states that the essential part of any Bill for pharmacy must contain a clause to the effect that dispensing shall be done only by those qualified by law together with a legal definition of what is the business of a chemist and druggist. . . . After nearly a century of mismanagement, pettiness and games of follow-your-leader we have a body that has set the interest of every chemist, however small his business may be, above every other consideration. We ask every chemist, whether proprietor, manager or assistant, to rally round the new organisation, to give it their united support, and it will go to any Government department, not cap in hand, begging for this or that . . .

You will be told that the British Pharmaceutical Association is doing a disservice to pharmacy. Don't you believe it. Our association is doing what every chemist in his heart has been hoping for this past year, but has not had anybody to lead him. You know your own business, you have individuality, express it, and then make the body that represents you carry out that policy. That is what we ask. . . . Take your mind back to past years, look upon the wasted opportunities our Society has had, consider what little progress has been made in the recognition of pharmacy, and then make up your mind to give your new association one chance to make good; not a dozen, but just one, backed up with your united efforts.

It is vitality we want, and the British Pharmaceutical Association is the only body that can give you this necessary stimulant to go forward. Remember that the pharmacy and poison laws of this country cannot be properly administered without the good will and co-operation of chemists and druggists. Remember that these laws are carried out free of cost to the Government, and then you will realise that some little consideration is due to you. The man who pays the piper calls the tune, we are told; but we have no desire to call the tune, we merely insist that it shall not be discordant music. Will you help us to win through? Don't hesitate, make up your minds this time and take one side or the other. It may be your last opportunity in your lifetime. This Bill not only sweeps away some of our Charter which our predecessors had to fight hard for about seventy-three years ago, but sweeps away all the old pharmacy laws. Our privileges would be considerably curtailed. Every chemist a member, what a force to reckon with in the future! Membership fee, minimum, 5s., but funds are urgently required for propaganda, as the Bill may be introduced for its second reading any time now, when the association must be ready to combat it. That the association has come to stay is now an accepted fact, and that it will play an important part in pharmaceutical politics is already proved, because it is backed up in such a short time by an enthusiastic body of chemists. Subscriptions should be sent to the following address: Little Chalfont, Amersham Common.

## Insurance Act Dispensing

Record of matters concerning Chemists' interests in the National Health Insurance Acts.

### Local Reports

#### ENGLAND AND WALES

**Blackburn.**—At a recent meeting of Blackburn Insurance Committee, the Pharmaceutical Service Subcommittee reported the results of investigation into three cases of inaccurate dispensing. One prescription was deficient in zinc sulphate to the extent of 2.7 gr.; the chemist was unable to explain the deficiency. He thought some of the crystals must have been lost in transferring them from the paper to the bottle. He expressed regret. In the second case analysis showed the mixture to be partly deficient in one ingredient. The chemist said he dispensed the prescription from memory from an old local formulary instead of from the new one. He expressed regret. The Committee also considered a report of Manchester Testing House on a sample of boric lint. An assistant had supplied boric lint instead of cotton-wool; the chemist said the lint supplied was in a round package, whereas usually it was in a flat package. The package had also been put in the wrong partition on the shelf. The Committee warned each chemist.

**Warwick.**—At a meeting of the Warwickshire Pharmaceutical Committee on January 29 a report on investigation of prescribing was discussed; the figures showed a low average in price per prescription and per insured person, but the frequency showed a slight increase. Three cases of inaccurate dispensing had been submitted to the Pharmaceutical Service Subcommittee. The first case showed a deficiency of 14 per cent. of carbolic acid in garg. carbolici. co.; the dispenser was cautioned. The second case showed a deficiency of 31.5 per cent. of sodium bicarbonate in mist. nucis vom. alc.; it was decided to deduct £2 2s. from the respondent's remuneration. The third case concerned a deficiency of 16 per cent. of potassium hydrate in garg. carbolici co.; the error was found to be due to a weak solution of potassium hydroxide. The dispenser was cautioned.

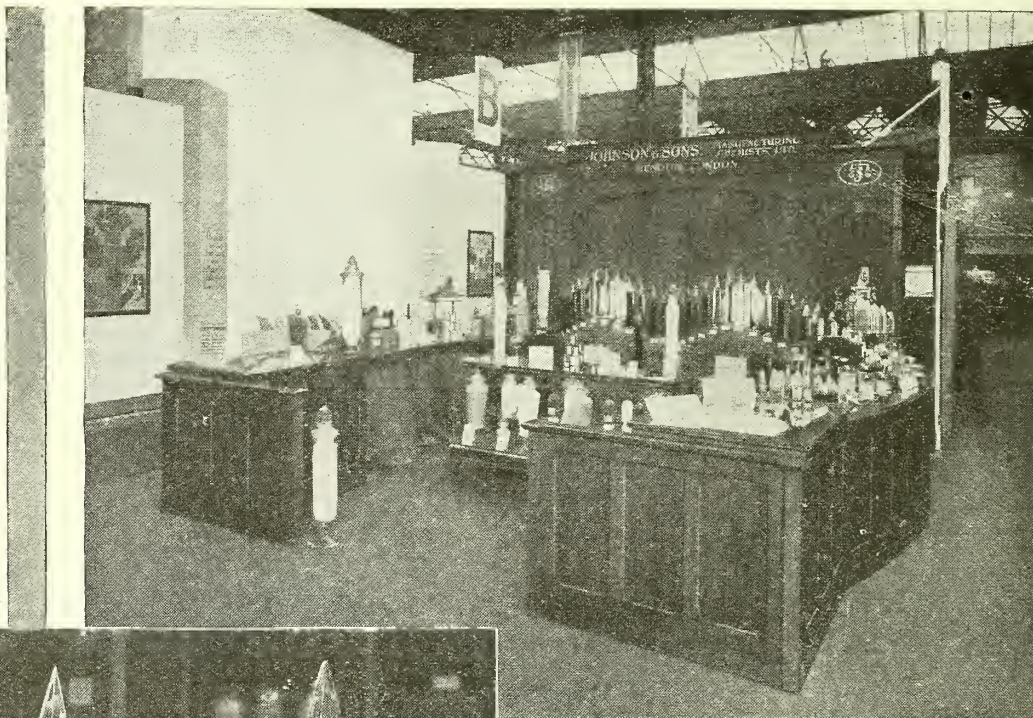
**West Sussex.**—At a meeting of the West Sussex Insurance Committee, on January 30, it was reported that the Pharmaceutical Service Subcommittee had considered several cases arising out of test prescriptions for dressings and drugs. In certain cases the chemists were warned, while in others it was recommended that the sum of £1 be withheld. Dr. Milbank-Smith drew the Committee's attention to the fact that in one or two cases the chemists had said that they were never asked for the dressings or drugs requested by the test prescription. He suggested that the tests should be carefully considered, and items should be ordered which were in common use. Chemists should be given tests upon things that really mattered.

#### SCOTLAND

##### Pharmaceutical Standing Committee (Scotland)

Notes for panel chemists, recently issued by the Pharmaceutical Standing Committee (Scotland) state, *inter alia*:—"The difficulties regarding dressings in sealed packages under the drug testing scheme have been discussed with the Department of Health for Scotland, and the Department has received favourably the suggestion that where a panel chemist satisfies an Insurance Committee that he has not been in personal default, this will be recorded in minuting any findings connected with the inquiry. While the panel chemist alone is in contract with the Insurance Committee, and subject to the control of the Insurance Committee, it has been suggested that panel chemists, in obtaining supplies of dressings, should insist on a guarantee from the wholesale supplier that the dressings conform to the requirements of the Scottish Drug Tariff."





AT THE BRITISH INDUSTRIES FAIR  
BETWEEN THE STANDS OF JOHNSON & SONS  
MANUFACTURING CHEMISTS, LTD. (ABOVE), AND  
SOLPORT BROTHERS, LTD. (BELOW), IS SEEN AN  
EXHIBIT BY HOWARDS & SONS, LTD., SHOWING  
PURE LACTIC ACID, B.P. (ALSO MADE TO OFFICIAL  
FOREIGN SPECIFICATIONS), SYNTHETIC CAMPHOR  
AND PARALDEHYDE, B.P. (MADE FOR THE FIRST  
TIME FROM ENGLISH MATERIALS).





## Trade Notes

PHOSFERINE window display conditions are announced on another page.

ECOR, formerly obtainable in this country, is now supplied by Dr. Enrico Caffarena, Genoa Recco.

WEEDICIDE is advertised in this issue by Cooper, McDougall & Robertson, Ltd., agricultural chemists, Berkhamsted.

CHIROPODY.—Mr. E. T. Rich, chemist and druggist, 30B High Street, Swansea, conducts correspondence courses on chiropody.

ANZORA PERFUMERY CO., LTD., Willesden Lane, London, N.W.6, are offering a bonus on certain orders for their well-known proprietary in return for a window display.

PRICE REDUCTION.—GROUT & CO., LTD., Wood Street, London, E.C.2, inform us that the wholesale and retail prices of their Vic flesh cloth are being reduced on March 2.

IDOZAN.—Coates & Cooper, 41 Great Tower Street, London, E.C.3, are the distributing agents of Idozan. Retailers may obtain supplies through the usual wholesale channels.

NEMBUTAL.—E. H. Spicer & Co., Ltd., Watford, who are the distributors in this country for the products of Abbott Laboratories, inform us that Nembutal 844, a pre-anæsthetic sedative, is now available in capsule form for oral use.



VERPINE.—The Verpine Co., 61 St. Mary Axe, London, E.C.3, have called our attention to their fragrant non-poisonous disinfectant. Among the advantages claimed for this preparation is that it is more efficient than carbolic acid and it will not stain linen. It is supplied in pint, quart and gallon containers.

SCHERING, LTD., 3 Lloyd's Avenue, London, E.C.3, have introduced a new product under the name of Neotropin, a urinary antiseptic for oral administration. It is supplied in bottles of 30 dragées. A copy of a brochure relating to Neotropin and of the new edition of the company's price list will be sent on a post-card request.

ELASTOPLAST.—T. J. Smith & Nephew, Ltd., 42 Tavistock Square, London, W.C.1, illustrate in their advertisement some of the many applications of their elastic plaster dressings. Bandages in the form of Elastoplast offer so many advantages over those hitherto in general use that it is not surprising that they are finding increasing favour among the medical profession.

WILLIAMS'S SHAVING PREPARATIONS.—Mr. W. H. Thomas, 50 Union Street, London, S.E.1, who is now the distributor of the products of the J. B. Williams Co., is shortly commencing an extensive advertising campaign in connection with them. Special offers of an unusual nature are being made both to the public and to chemists, and particulars regarding them will be found in the advertisement pages of this issue.

THE LINCOLN AND MIDLAND COUNTIES DRUG CO., LTD., Park Street, Lincoln, advertise Clarke's Blood Mixture in this issue. We take this opportunity of reminding our readers that the words "Blood Mixture" are the trade mark of the company.

## Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1931, p. 345.

(From "The Trade Marks Journal," February 4, 1931.)

"ANTISOL": for perfumery, etc. (48). By W. B. Cartwright, Ltd., Mount Vernon Road, Larkfield, Rawdon, near Leeds. 518,454.

Landscape design including picture of women with basket: for perfumery, etc. (48). By T. F. Bristow & Co., Ltd., Edgware Road, Colindale, Hendon, London, N.W.9. 519,071.

(From "The Trade Marks Journal," February 11, 1931.)

"SELOKOLOR": for photographic goods (1) and (39). By Selo, Ltd., Woodman Road, Warley, Brentwood, Essex. 518,818/819. (Associated.)

"MURAPASTE": for chemicals (1). By W. Carson & Sons, Lombard Road, Battersea, London, S.W.1. 519,512. (Associated.)

"LETHALATE": for all goods (2). By Lunevale Products, Ltd., Queen's Mill, Aldcliffe Road, Lancaster. 518,397.

"MIXFOOD": for agricultural chemicals, etc. (2). By United Chemists' Association, Ltd., Priory Court, London Road, Cheltenham. 518,775.

"PHUT": for insecticides (2). By G. Thomas, 20 James Street, Cardiff. 518,965.

Picture of bird with design incorporating monogram "W.M." and words "TRADE MARK": for medicinal chemicals (3). By W. H. Martindale, 12 New Cavendish Street, London, W.1. 517,150.

"EUCASOL": for antiseptic solutions for external use (3). By Cuxson, Gerrard & Co., Ltd., 26 Fountain Lane, Oldbury, Worcestershire. 518,175.

"DERMUNGA": for medicinal chemicals (3). By Obermeyer & Co. A.G., 8 Stadtschloss, Hanau-on-the-Main, Germany. 518,437.

"PINALTO": for medicines for asthma, colds, etc. (3). By The Pine-All Products Co., 227 Bath Street, Glasgow. 518,575.

"PHEDROS": for medicinal chemicals (3). By H. K. Mulford Co., Corner of Broad and Wallace Streets, Philadelphia, Pennsylvania, U.S.A. 518,627.

"PEPSODENT": for antiseptic solutions (3). By The Pepsodent Co., 919 North Michigan Avenue, Chicago, U.S.A. 518,623. (Associated.)

"HAYLOX": for liquid inhalants (3). By Macleans, Ltd., G. W. Trading Estate, Park Royal, London, N.W.10. 519,249.

"TAG": for goods (8). By C. J. Tagliabue Mfg. Co., 18-88 33rd Street, Brooklyn, New York, U.S.A. 514,823. (Associated.)

"DUOFLEX": for photographic cameras (8). By A. E. Bettles, 71 Sirdar Road, Wood Green, London, N.22. 516,915.

"CLORONA": "TONELE": for photographic papers (39). By Ilford, Ltd., Roden Street, Ilford, Essex. 519,404/405.

"LA GERARDINE" written vertically; for preparations for the hair (48). By La Gerardine, Inc., 122 East 42nd Street, New York, U.S.A. 514,596.

"QUEEN ANNE": for all goods (48). By G. Boehm, 38 Moreland Street, Goswell Road, London, E.C.1. 518,951.

"WINGS OF THE MORNING": for perfumery, etc. (48). By Cussons, Sons & Co., Ltd., Moor Lane, Kersal, Manchester. 519,511.

(From "The Trade Marks Journal," February 18, 1931.)

Circular design incorporating monogram "T.W.S." and words "GENUINE TCHIMKENT SANTONIN": for santonin (1), (2) and (3). By Kazakskiy Gosondarstvenniy Himicheskiy Trest, Tchimkent, Turkestan, Kazakstan, Russia. 515,758/759/760. (Associated.)

"DIREX": for photographic goods (1) and (39). By The Positype Corporation of America, Corner of Detroit Avenue Extension and Scenic Street, Cleveland, Ohio, U.S.A. 516,628/629. (Associated.)

"FACTOGRAPH": for photographic goods (1). By The Folmer Graflex Corporation, 154 Clarissa Street, City of Rochester, New York, U.S.A. 518,387.



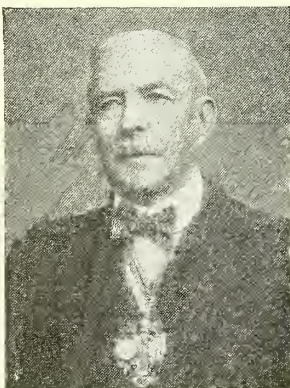
## Births

Notices for insertion in this column must be properly authenticated.

McLOUGHLIN.—On February 21, the wife of S. McLoughlin, Ph.C., 157 Oldpark Road, Belfast, of a son.

## Deaths

BISHOP.—At Kyrle House, Godwyn Road, Folkestone, on February 18, Alderman Edward James Bishop, J.P., chemist and druggist, aged seventy-six. Alderman Bishop, who was a native of Leicester, carried on a business in Folkestone for a long period. In 1892 he established in Holloway Road, London, N.7, a business now known as Bishop's Pure Drug Co., Ltd. He took Mr. Robert Vincent, chemist and druggist, into partnership, and in 1927 the business was converted into a private limited company, with Alderman Bishop and Mr. Vincent as the first directors. Since 1898 Mr. Bishop had been a member of Folkestone Town Council; he was appointed an Alderman in 1914 and filled the office of Mayor of the borough five times. He was a member of the Kent County Council.



Mr. E. J. Bishop, J.P.

CANNON.—At South View, Leyburn, on February 16, Mr. William Cannon, retired chemist and druggist, aged ninety-one. Mr. Cannon was a native of Crakehall, near Bedale. He went to Leyburn in 1863, and carried on a pharmacy there until his retirement. He had held every office open to a layman in Wesleyanism in the district, was a local preacher for seventy-one years, and estimated that he had preached over 3,000 sermons.

DEVITT.—The late Mr. Andrew Devitt, J.P., chairman of Lewis & Peat, Ltd., 6 Mincing Lane, London, E.C., whose death, while engaged in business at the age of eighty, we briefly announced last week, was connected with the produce trade for upwards of sixty-four years, and was *doyen* of the London produce brokers. He was for a few years associated with his brother, the late Mr. Henry Devitt. The late Sir Thomas Lane Devitt was another brother. Mr. Devitt joined the historic firm of Lewis & Peat in the early 'seventies and became a partner in 1880, subsequently becoming chairman when the firm was converted into a public

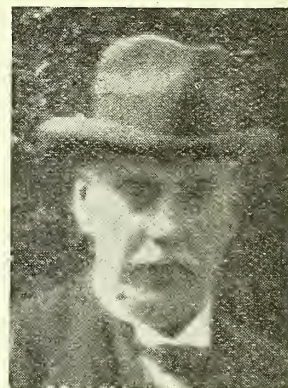


Mr. A. Devitt, J.P.

company. He was a prominent figure in the business life of the City, and in the Mincing Lane produce markets, with which he had been more specially associated, his loss (as testified by the large number of expressions of sympathy received by the firm) is greatly deplored. Mr. Devitt was familiarly known as the "Father of the Rubber Trade," and was the oldest member engaged in the rubber market in the United

Kingdom at the time of his death. He was an active member of the Rubber Trade Association of London since its foundation and was an ex-chairman. He was also a director of the London Commercial Sale Rooms. His dignified presence and courteous manner in conducting business were reminiscent of the old traditions of City life, and although outwardly austere he had a kindness of heart, as testified by numerous acts of benevolence which his death alone revealed. The house of Lewis & Peat has always been one of the foremost in the produce trade, and one of the earliest records of its foundation is a price-list of drugs, printed for Jepson & Lewis, 24 Cannon Street, London, and dated August 13, 1816, which now hangs as an heirloom in their offices. The business, however, appears to have been established about 1780 by a drug broker, Arthur Lewis, at 26 Martin Lane, Cannon Street, and in about 1834 the late William Henry Peat (who died in 1895) was apprenticed to the business. In 1846 Mr. Arthur Lewis retired and was succeeded by his son, William Plasket Lewis, and by Mr. Peat, the style of the firm being then changed to that of Lewis & Peat. Besides the usual drugs the firm handle rubber, ivory, shellac, pepper and other spices, coffee, cocoa, sugar, etc. Mr. Devitt leaves a widow, four sons (originally there were seven) and three daughters, the eldest of whom is the wife of Sir Donald Maclean, M.P. A memorial service was held at St. Dunstons-at-Hill, Great Tower Street, on February 20, when a large congregation attended.

LEE.—At 28 Croxteth Road, Liverpool, on February 22, Mr. Samuel Wright Lee, a director of J. H. & S. Johnson, Ltd., manufacturing chemists, 6 and 8 Hatton Garden, Liverpool, aged ninety-one. Mr. Lee joined the staff of J. H. & S. Johnson, Ltd., at the age of eighteen, and thus had a record of more than seventy-three years in the same business. He was in his office as recently as December 23 last. Mr. Lee was the *doyen* of the drug trade on Merseyside, and was esteemed by everyone with whom he came in contact. He leaves a widow. The funeral took place at Allerton Cemetery on February 25, following a service at Allerton Church.



Mr. S. W. Lee

LIVESY.—At 91 Upper Brook Street, Manchester, on February 18, Mr. Henry Ayrton Alexander Livesey, Ph.C., aged fifty-four.

WILLIAMS.—At a nursing home at Teddington, on February 6, Mr. David Henry Williams, chemist and druggist, aged eighty-two. Mr. Williams, who was a native of Glamorganshire, was formerly in business at Southgate, and afterwards for a considerable number of years at West Hill, Wandsworth, London, S.W., where he carried on the business now owned by Mr. John Keall. He married twice, and his second wife predeceased him last July.

## Personalities

MR. G. T. HOPKINSON, late of 82 Southwark Bridge Road, S.E.1, may be addressed at 48 Baldry Gardens, London, S.W.16.

MR. A. E. BARCLAY, chemist and druggist, director of Barclay & Sons, Ltd., druggists' sundriesmen, London, E.C.4, has attained his jubilee as a Fellow of the Chemical Society.



# Observations and Reflections

By Xrayser III

## Practical Suggestions

for the revisers of the British Pharmacopœia have been offered by several of your readers, but I doubt if anything more useful and sensible in that direction than Mr. Quant's contribution has yet been published (*C. & D.*, February 21, p. 215). He begins his comments on the right note, viz., that the formulas of the Pharmacopœia should be devised with the idea that the preparations may be made in moderate quantities by any practising pharmacist requiring them for use in his own business. This is a point I have always maintained, but the needs of the dispensing chemist ought to receive much more consideration in the production of the British Pharmacopœia, so far as formulas are concerned, than those of manufacturers on the large scale. Mr. Quant points out that the proposed method for *extractum sennæ liquidum* is a manufacturers' process for dealing with large quantities, and I agree with him that it is preferable we should have as the official process one such as he describes, which can be operated readily on the scale required in private pharmacies. Manufacturers should be expected to adapt Pharmacopœia processes to their needs rather than that the dispensing chemist should be compelled to buy preparations ready-made because the official processes are impracticable for the quantities he can afford to make. It is greatly to be regretted that the new Pharmacopœia now in course of preparation promises to be too much of a wholesaler's book, and I trust it is not yet too late to remedy this to the extent, at least, of letting as many as possible of the formulas be such as can be operated on the small scale.

## Diamorphine Preparations

for which you published formulas last week (p. 201) are presumably those which will now be obtainable without the prior necessity of having medical prescriptions written for them. I observe that they are all of the same strength, i.e., 4 grains of diamorphine hydrochloride in 20 fluid ounces, or rather less than half the strength of corresponding preparations already in the British Pharmaceutical Codex. Moreover, care has been taken to prevent any of the new preparations from being used by potential addicts by the inclusion in each formula of an adequate proportion of an effective emetic. This may prove an additional benefit when the selected elixir or linctus is used for a legitimate purpose and strictly in accord with directions, but it will tend to make those who take them for other purposes exceedingly unhappy. In this connection, it is interesting to note Mr. Wolff's remark (p. 225) that activity of the Home Office with respect to the D.D.A. is not something to be viewed with feelings of security. It most certainly is not, in view of the existing tendency for Whitehall officials to guide so carefully the bolts directed at us from Geneva. There is no question of hit or miss where the Home Office is concerned.

## What's in a Name?

is a question that has often been asked, but it now naturally arises in one's mind after reading in your columns about the rival claims to the new title proposed for the Retail Pharmacists' Union, in the event of reconstitution of the Union being found necessary. One to whom the proposal has been confided appears to have applied the title in another connection, and this has naturally elicited a protest from the worthy secretary of the Union, who has my sympathy in the matter. Meanwhile, it is worthy of note that the suggestions which have come from various quarters, respecting the probable necessity of consti-

tuting a new protective body when the Pharmaceutical Society is no longer able to maintain the principles upon which its Charter was based, are likely to culminate in the reconstitution of the Retail Pharmacists' Union upon lines that ought to appeal to many. But what of taking the immediate step of setting up a Pharmaceutical Watch Committee as an earnest of the will and ability of those who conduct the affairs of the Union to undertake the function of protecting those who carry on the business of chemists and druggists?

## A Recent Reference

in your columns to Mr. George Price prompts me to add that the Stamp Bill of 1830 was a piece of contemplated legislation which, had the Bill passed, would have materially, perhaps seriously, affected the whole aspect of medicine-stamp law. On April 8, 1830, the House of Commons resolved:—

"That the several Duties under the care of the Commissioners of Stamps, by virtue of the several Acts of Parliament now in force, and the several Allowances and Drawbacks in respect of any of the said Duties shall cease and determine; and that in lieu thereof there shall be raised, levied, collected, paid and allowed the several Duties of Stamps and the several Allowances and Drawbacks contained in the Schedule hereunto annexed (that is to say):

"The Schedule, in so far as part the seventh, containing the Duties in respect of certain Medicines and of Licenses to vend the same . . . and the Allowances in respect of the said Duties."

This Bill was an attempt to make a consolidated Act which would cover all the various duties levied by the Commissioners of Stamps—amongst which were those paid by pharmacists. The licences and stamp duties were not so much matters of contention and opposition by the chemists and others affected by the Bill as the actual preparations which it was proposed to bring within the scope of the tax, and were included in the schedule containing somewhere about 1,400 specified items.

## A Few of These Preparations

will indicate how wide was the intention to impose medicine-stamp duties upon the legitimate practice of drug and medicinal distribution—for instance, ammoniated spirits of lavender, balsam of aniseed, essence of benzoin, essence of buchu leaves, bloom of Ninon, gingerbread worm cakes, various lozenges; oxymel of stramonium, Riga balsam, seidlitz powders, tincture for the teeth and gums, tooth-powders, etc. Then follows a general charge of duty, the specified exemptions being given in the following words:—

"All medicinal Drugs not specified in the foregoing List, which shall be offered or vended entire, without any admixture or composition with any other Drug or ingredient whatsoever, by any Surgeon, Apothecary, Chemist or Druggist, having served a regular apprenticeship, or by any person having served as a Surgeon in the Navy or Army under any Commission or appointment, duly entered at the War Office or Navy Office, or by any other person whatsoever licensed to sell any of the Medicines chargeable with a Stamp Duty."

The Bill brought into force a storm of opposition from chemists whose protests took the form of petitions to the House of Commons. From the chemists, of Lynn Regis ("against the Schedule of Medicines"), those of Norwich ("the provision which permits the unprincipled cupidity of the common informer"), those of Bridgwater, Exeter, Manchester, London, Westminster, and Southwark. The Bill failed to pass owing to the strong opposition from the interests which it would have affected.



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## Editorial Articles

### Horticultural Trade

No logical reason can be adduced to justify the apathy displayed by so many chemists towards the active selling of horticultural goods. Whether through ignorance of the true facts, or a stubborn refusal to face these facts, a lucrative trade is swiftly passing out of our hands. A consuming public which naturally looks to chemists for their supplies of weed-killers and insecticides is being driven to make purchases elsewhere. We bemoan the gloom of trade depression while we neglect the sunshine of prosperity. We deplore the general extension of facilities for the purveyance of this class of poisons while we furnish the very arguments to weaken our own case. Pursuance of this contradictory policy cannot be justified; and it is our duty to prove to the public that we are able and willing to attend to calls made on us for horticultural goods, if we earnestly wish to regain the position which by right of training and knowledge should be ours. At first sight it would seem that since the sale of sprays and weed-killers is seasonal and capricious, inasmuch as it is to some extent governed by weather conditions, large stocks of different articles must be carried. In actual fact this is not the case,



because the supply of proprietary preparations for which demand exists is confined to a small number of manufacturing firms. Thus the number of brands is limited. Then, again, there is no need to store big stocks of the larger containers; these can be delivered by the manufacturer direct to the consumer on a chemist's order. The small amount of capital which need be tied up in stocks and storage accommodation explains in part the appeal of the trade; but it is not solely for this reason that so many distributors are anxious to secure the legal right to deal promiscuously in horticultural poisons. They are especially eager to participate in the good profit per transaction which is one of its most attractive features. Owners of gardens, as a rule, take an intense pride in their appearance, and willingly purchase those remedies essential to its upkeep, though the quantity required may be very considerable. Their orders are often on a large scale, but involve no more individual attention than would be necessary to effect a comparatively trivial sale. There is, too, a very noteworthy demand for lawn dressings, sprays and weed-killers from the proprietors of golf, cricket and tennis clubs, public parks and gardens. Wherever paths have to be kept clean, wherever flowers and fruit must be kept free from attacks of insect pests, there is a potential market for horticultural remedies. Most of the consumers are already chemists' customers, and would prefer to deal with a chemist rather than from those who have no knowledge of intricate chemical compounds. We have an opportunity to hand of developing definitely profitable business if only we bestir ourselves and take with both hands the trade that lies within our grasp.

### Our Stocktaking Sheets

THE need for a new edition of the *C. & D.* Stocktaking Sheets provided an opportunity for revision and reconstruction. During the last five years many suggestions for improvement have been forthcoming; not every one could be incorporated, but most of them have been, making the pad the best of its kind ever published for stocktaking. Tabulating lists of drugs, surgical dressings, sundries, etc., written in book form or on separate sheets of paper pinned together never could be quite as satisfactory as printed forms. The pads gather all the information about the business within reasonable compass. The original idea gave the big thing in all drugs, chemicals and galenicals, as set out in the *C. & D.* Retail and Dispensing Price Lists, providing simple means for pricing out with ample space for writing up other sections of the business. It was here that the original pad failed, according to conscientious stocktakers. In the new edition this difficulty has been overcome. The list of drugs has been revised according to the last issue of the Price List. Where grouping was possible (e.g., in serums, pills, tablets and such things, owing to similarity of costs) it has been done. The list provides for totals to be carried forward in sequence, so that when the costing of each section is completed the total value is seen. The increase in the number of medical specialties which cannot be detailed is provided for on a page by itself, so that stock and values can be seen at a glance; the same method is adopted for veterinary medicines, packed or otherwise. Where packed preparations are common to all businesses, these are set out in detail with ample space for personal packed lines. Another section provides for surgical dressings and appliances in detail in so far as

they are articles of everyday sale, while space is allowed for casual lines which are gathered into stock. Photographic requisites are allowed for, in another section, with detailed items and such groupings as are possible. "Sundries" is another section covering quite a lot of detail, which is bound to save time and trouble. Toilet preparations with sufficiently detailed specification give another section, which will show in a manner hitherto exceedingly difficult to ascertain what a large part of the chemists' business this section is. Proprietary articles present a difficulty; but this is largely overcome by grouping according to selling price, which should make it easier to find a common factor for cost. Miscellaneous or unprovided articles will by the above grouping be reduced to a minimum; but ample space for tabulation is allowed, and the same remark applies to instruments and appliances. A final page is allocated to fixtures and fittings, and a concluding page to a summary of every section. It will be understood from this brief description that each yearly pad will provide a complete summary and expression of the stock in the business, and a key to the movement up or down. The price remains the same, 2s. 6d. In addition, instruction is given on the art of stocktaking. Altogether, the Stocktaking Sheets should provide a most valuable object-lesson for proprietors, as well as assistants and apprentices, in the art of stocktaking and stock-keeping, while the summaries should be a real incentive to business development.

### The Cheapness of Cadmium

POSSIBLY the time is near at hand when the trade outlet for cadmium metal, subject to a definite indication of a general revival in trade, should become stimulated, as its uses have certainly been much extended for many manufacturing purposes of late years and its relative cheapness must eventually be fully recognised. The price near the close of the past year fell away to as low as 1s. 9d. per lb., thus marking a new low record in its history, and comparing with 4s. at the beginning of 1930 and 4s. 10d. per lb., the highest figure touched in 1928, and well over 7s. within the armistice period, when the market was dominated by a pronounced scarcity of supply and the world output was still very small. The outlet has since grown by leaps and bounds and several years elapsed until production could be developed on a sufficiently large scale to catch up with trade requirements and thus make matters more comfortable among consumers. This was considerably facilitated in the year 1928, when Canada commenced producing and quickly increased her output, thus competing in consuming markets with other large producers, chiefly the United States and Australia. Within the last two months or so, notwithstanding continued liberal arrivals to this side, particularly from Australia (comprising parcels running into as much as seven to nine tons each), a somewhat more consistent trade demand has been attracted and the tendency of the London market has steadied around 1s. 10d., partly due to less aggressive foreign competition, and reports that offers by American shippers have been virtually withdrawn from this side, for the time being. The continuous decline in the course of the past year was probably accelerated by frequent price-cutting on Continental account below London parity, but this price-cutting appears to have ceased. The remarkable steadiness of the market so far this year would rather suggest that "rock bottom" has been touched. Although it is not improbable that last year's world production experienced a further increase of about 200 tons to about 1,900 tons, there is little doubt that the output in the latter part of the year experienced a certain setback, chiefly in the



United States, where operations by zinc-smelting plants have been materially reduced. On the other hand, the reverse seems to have been the case in Canada, where in fact zinc operations are still proceeding at an undiminished rate and at a relatively low cost, while full up-to-date facilities are available for the treatment of residues for the extraction of cadmium or other by-products. Before a suitable and effective plant could be erected in Western Canada by the Consolidated Mining & Smelting Company the supply of residue arising at the smelter was being accumulated until about three years ago, but their treatment since has been proceeding regularly. The Canadian output which for 1929 amounted to about 345 tons has probably risen to over 400 tons for last year, while that of the United States, which reached 1,300 tons in 1929, may have been less for 1930, as there has been a big reduction in the zinc output there. The third largest producer is Australia, where the output attained about 200 tons for 1929, this being the product of the Electrolytic Zinc Corporation of Australasia at Risdon in Tasmania, which carries the high purity of 99.97 per cent. similar to the metal secured in the United States and Canada. Since the output of zinc by the electrolytic process in Upper Silesia has been much expanded, exploitation by the old dry process has almost come to an end, the production of cadmium there has seemingly been facilitated. In Mexico, considerable quantities of cadmium are also being secured, which has apparently been chiefly absorbed by the United States, apart from the quantities drawn by the latter country from Canada. The greater part of the supplies coming to London emanate from Canada and the Antipodes. The disposal of the consignments from the latter two sources is being effected by two prominent merchant firms, which are now closely affiliated, so that the market is to that extent fairly well under control, despite the growth of Continental competition. The United States, the United Kingdom, Germany and France are the largest consumers, but Germany is producing the bulk of her needs. When commenting on the decline in cadmium in the *C. & D.* of October 18 last, when the price stood at about 2s. 6d. per lb., we pointed out that buyers were only covering their needs from hand to mouth, and suggested that the price might easily fall further, so long as the surplus accumulates.

#### Adulterated Peppermint Oil

THE sale of redistilled Japanese dementholised peppermint oil (with or without admixture with some genuine American oil) as genuine American oil has now attained serious dimensions. The fraud is very gross, as the oil is packed in the tins and cases regarded by users as distinctive of American oil. Steps may become somewhat active towards the suppression of this form of adulteration if it does not cease. Damages for breach of contract or a fine under the Merchandise Marks Act may not appear sufficiently deterrent, and somewhat more drastic steps have been suggested, as such competition is dishonest.

#### Crude Drug Deliveries

JUDGING by the London drug statistics the month of January, so far as regards the actual deliveries of crude drugs to buyers, appears to have been fairly good, due no doubt to the replenishment of stocks after the accounting period. The deliveries of aloes, for instance (mostly Curaçao) seems to have been particularly heavy—207 cwt., against landings of 300 cwt. An unusual feature was the delivery of 61 cwt. of star anise, against receipts of 84 cwt., while the disclosed stock of cascara sagrada is now very low—only 50 tons, against an average of 270 tons for the past five years. Beeswax is looking up again, and with deliveries of 679 packages and stocks (1,218) less than half those of last year, should improve in value. Japanese vegetable wax, on the other hand, is declining in consumption. Carda-

moms deliveries at 227 cwt. were quite good, and stocks (1,112 cwt.) are only moderate compared with previous years. Camphor has been in much better seasonable request of late, as shown by deliveries of 522 packages. Buyers of gum acacia and tragacanth operated more freely last month, judging by deliveries of 1,379 and 1,161 packages respectively. About 22 tons of ipecacuanha were delivered from the warehouses during the whole of last year, so that the January deliveries of 32 cwt. were below the average for this important drug. Rhubarb and senna maintain their popularity, but the sale of sarsaparilla for some months past has received a sudden setback owing to the partial loss of the Indian market. It is curious, however, that the deliveries of sarsaparilla during 1930 (618 cwt.) were the largest for at least five years.

#### Where Did This Originate?

AN announcement made under flaming headlines in a recent issue of a daily contemporary that "hundreds of people [in London] are known to have obtained dangerous drugs on bogus prescriptions" is so obviously unlikely on the face of it that its publication ought, surely, not to have been made by a responsible journal without scrupulous inquiry. The statement made is:—

"Scotland Yard has augmented the number of detectives dealing with the illieit traffic in dangerous drugs, which has recently increased in London. . . . Not long ago an aeroplane passenger was found with 5 lb. of cocaine strapped round his body. Hundreds of people are known to have obtained drugs on bogus prescriptions ostensibly signed by doctors of high reputation. When a chemist is handed such a prescription he is expected to take precautions to see that it is genuine, but the prescription is always handed in at an hour when the doctor is known to be absent from his surgery, and an immediate test is impossible. The Home Office, it is believed, intends to issue new instructions to end this method of buying dangerous drugs."

If this quotation (from "The Daily Mail" of February 19) means anything at all, it means that hundreds of prescriptions are being made up by London chemists without due and proper precautions being taken. Frankly, we do not believe it. If we were to believe it, however, we should also be obliged to believe that the police authorities have been allowing this to go on without taking the first and most obvious precaution to stop the traffic, and to secure the arrest of the law-breakers, by warning chemists to be on their guard and by arranging for any suspicious cases to be notified by telephone to Scotland Yard so that arrest *in flagrante delicto* could be effected. Can it be that the last sentence of the above extract is intended to prepare the way for further alarming disclosures to assist in foisting a new Whitehall Poisons Department upon a gullible public?

## Business Changes

WOOLTON & WEBB, LTD., chemists, 20 George Street, Luton, have acquired premises at 22 Upper George Street, where they will shortly open a branch.

MR. JAMES BURGESS, chemist and druggist, Stirling, has taken over the business of Mr. William Steele, chemist and druggist, 127 High Street, Dumbarton.

SAVORY & MOORE, LTD., chemists, have acquired the old-established businesses of E. Bing & Son, 41 St. George's Street, Canterbury, and Rose & Hornby, 509 Christchurch Road, Boscombe.

LYPTOL (LONDON), LTD., manufacturing chemists, have removed from 2 College Road, Wealdstone, to larger premises at 3 and 5 Wordsworth Road, Wealdstone, Harrow. Telephone: Harrow 3912.

WILLOWS, FRANCIS, BUTLER & THOMPSON, LTD., manufacturing chemists, 73-89 Shacklevell Lane, London, E.8, have acquired the business of Manners & Hopkinson, manufacturing chemists, 82 Southwark Bridge Road, S.E.1.



## Progress with Pyrethrum

ALTHOUGH the remarkable insecticidal powers of pyrethrum have long been recognised, it was not until recently that its use was placed on a scientific basis. In the first place the employment of powdered "insect flowers" has many disadvantages, particularly in horticulture, largely because the pyrethrins (as the active principles are called) are in the interior of the plant cells and cannot readily be brought into contact with the insects. A practical method of extracting the pyrethrins was discovered and tests with the extract showed that it was quite as effective against insect pests as nicotine, in some instances being even more so. The discovery of the active principles and the method of extraction did not, however, solve the entire problem. For the purpose of obtaining satisfactory spray washes it was necessary that the liquid extract be readily emulsifiable with water. The active principles, it has been found, decompose particularly rapidly when the usual soap or any alkaline material is used as a spreader. It was on this account that in the past no reliable liquid preparation of pyrethrum was available.

### A VALUABLE AGRI-HORTICULTURAL PRODUCT

As a result of research in their laboratories and tests on their farms, English manufacturing chemists, Stafford Allen & Sons, Ltd., succeeded in overcoming these difficulties and placed at the disposal of agriculturists and horticulturists a highly concentrated liquid extract of pyrethrum of standardised strength in a stable condition (see *C. & D.*, 1930, I, 131). Before giving the results which have been obtained from pyrethrum preparations, it is worth while mentioning that prolonged researches were undertaken with a view to ascertaining the relative toxicity of various species of pyrethrum and the difference between pyrethrum grown in different localities and upon various types of soil. Further, chemical and biological experiments were

and method of drying was also studied. The result of all these investigations has shewn there is great disparity between different parcels of commercial flowers of pyrethrum as regards their toxic value. It has also been established that soil and climate are important factors, and that the flowers contain about ten times the amount of pyrethrins found in the stalk and other



SINGLE PYRETHRUM FLOWERS  
(*Chrysanthemum cinerariaefolium*)



GATHERING PYRETHRUM FLOWERS ON THE FARMS OF STAFFORD ALLEN & SONS, LTD., AT LONG MELFORD, SUFFOLK

carried out for the purpose of determining which parts of the plant were richest in the toxic principles—the pyrethrins—whilst the effect of the time of harvesting

parts of the plant. Further, that neither the time of harvesting nor the method of drying the crop was without its influence on the potency and efficiency of the final product. Since its introduction spraying with pyrethrum has been afforded extensive trials in all parts of the world, and the results have proved extremely satisfactory. Pyrethrum washes have been tested on a number of common pests and have proved particularly effective against aphids in the open and under glass. They have also been tried with great success in the treatment of caterpillar of the tomato moth. The widespread incidence of green fly last spring enabled extensive experiments to be undertaken which provided representative results of a highly satisfactory nature. Various insect larvæ and beetles, early thorn moth, willow saw-fly, raspberry and loganberry beetle, pea thrips, caterpillar, mealy aphid, and leaf-cutting weevil have also been successfully controlled in official trials. In these tests it was also observed that the spray was quite harmless to the plants, even the young and tender shoots. The spray has not only proved effective at home, but remarkably good results have been obtained in the Dominions. One of the most interesting reports received related to the effective way in which the very resistant scale insect, *Lecanium viride*, which infests cotton bushes, was controlled. Tests undertaken by State Plant-Protection Research Institutes in Germany



have demonstrated that conchyliis-infected vine may also be effectively treated with the pyrethrum spray. Another notable example of the successful use of the product has been furnished by experiments carried out by the Long Ashton Research Station. The results are embodied in a paper contributed to the "Journal of Pomology and Horticultural Science," December 1930. A previous article in the same publication (May 1930) had shewn the good results which may be obtained from pyrethrum sprays in the control of the loganberry and raspberry beetle. This pest is one of the most serious with which the grower has to contend. The logan maggot, as it is called, the larva of *Byturus tomentosus*, causes the mischief, and has proved very resistant in the past. The tests referred to by C. L. Walton, the author of the paper, were undertaken at Long Ashton and in Herefordshire. Two sprays were used. One was prepared according to the Tutin formula, the emulsion representing a concentration of 1 per cent. of the original flowers. Caustic alkali has to be added to this spray when it is employed for field use, and it is therefore of the "two solution" type. The other spray was prepared from a concentrated extract of pyrethrum which emulsifies readily when mixed with water and does not require the addition of a spreader. The pyrethrum sprays reduced a 35.8 per cent. infestation to 7.4 per cent., and a 9.4 per cent. to 1 per cent. respectively, which must be considered highly satisfactory. Pyrethrum dust was also used, but the carrier employed adhered to the fruit and foliage so that in spite of heavy rain the berries were rendered unsightly throughout most of the picking period. The author in his summary states

that the excellent results which were previously obtained have been amply confirmed in the tests and warmly recommends the use of the spray. When the fruit is required for canning or bottling the remarkable measure of pest control which can be effected by the use of pyrethrum spray makes it worth a serious trial, and even where loganberry and raspberry are intended for dessert the maggot-free fruit will be greatly appreciated by all concerned, and not least the consumer. The spray has the advantage of being non-poisonous and harmless to fruit and foliage. Neither the colour nor the flavour of the fruit is affected. It has also been shewn that bees are unaffected by it. A pyrethrum spray has also proved particularly effective in the control of the apple capsid bug. Within the last twelve months several important contributions have been added to the literature representing considerable progress in the chemistry of pyrethrum. American, French and British workers, in particular, have been active and some very interesting and valuable observations have been recorded. The estimation of the pyrethrin content of pyrethrum, for example, has long offered great difficulties, but methods are now available which have been shown to produce relatively accurate and dependable results with a comparatively simple technique. Although certain chemical methods of assaying the pyrethrins agree very closely with biological tests there is little doubt that the latter will remain the final court of appeal. Advances have also been made as regards the stability of the commercial preparation, and it is now possible for the agriculturist to obtain a pyrethrum insecticide of definite insect-killing power in a thoroughly stable condition.

## Soil Insecticides

THE problem of controlling insects which live in the soil and feed upon the underground portions of plants is one of the most difficult which confront economic entomologists at the present time. In view of the enormous damage caused by soil pests, their diverse character, habits and life histories, and their world-wide distribution, it is not surprising that many materials have been used in experiments aiming at their control. A review of soil insecticides was given by H. W. Miles in a recent issue of the "Journal of the Bath and West and Southern Counties Society." He emphasises that materials for general application must be cheap, easy to obtain, easy to apply, harmless to man, stock, birds and plants. Notes on some of the chemicals used for this purpose are given in the following paragraphs:—

### NAPHTHALENE

Crude naphthalene has at various times been recommended as a soil insecticide against wireworms and leather-jackets, but until recently little reliable information was available regarding its toxicity. As a result of researches at the Rothamsted Experimental and Research Station it was definitely established that naphthalene at moderate concentrations is toxic to soil pests. It acts as a repellent to most insects, but owing to the slowness of its toxic action numbers of insects are able to escape. In the soil naphthalene is decomposed by bacterial action. Because of the slowness of its toxic action and the conditions under which rapid decomposition takes place, the insecticidal value of naphthalene under field conditions is limited. As a deterrent it holds an important place, and good results should accrue from its use against leather-jackets, wireworms, cutworms, root-flies, millipedes and centipedes. The naphthalene in a crude form is usually mixed with fine, dry, sifted soil or with artificial manure and applied either in drills or close to the young plants. In this way it appears to exert more effective protection than when broadcast. From 1 to 3 cwt. of naphthalene per acre may be used in this manner according to the nature of the crop and the intensity of the attack. Naphthalene in a semi-refined state has given good results. On golf courses it has been used at as much as 5½ cwt. per acre, but under ordinary field conditions

2 cwt. per acre in autumn or spring usually suffices. The action is variable, being more evanescent in peat or moss soils than in loams or clays. Under garden conditions naphthalene may be worked into the surface soil around perennial or biennial plants, or a little may be applied in drills and worked in before young plants are set. A good deal of naphthalene is used annually in glasshouse horticulture. It is worked into the soil standing out of doors to mellow in preparation for use in cucumber beds.

### OTHER COAL TAR PRODUCTS

Cresylic acid employed for the partial sterilisation of glasshouse soils is of 97-99 per cent. purity, and diluted at the rate of 1 gallon in 39 gallons of water, which makes sufficient to treat 9 sq. yds. of ordinary soil, or 12 sq. yds. of heavy soils. The dilute acid is distributed over the soil so that one or two inches is soaked. The soil is then dug to about the depth of one foot and skimmed so as to place the layer saturated with acid at the bottom of the trench.

Commercial creosote absorbed in precipitated chalk, gypsum or lime appears to possess a certain value in the control of soil insects, but its action is mainly repellent. Used as a protection for cabbage plants from the attacks of slugs it was found to raise the percentage of mature and marketable plants from 32 to 54, after three dressings at weekly intervals commencing when the plants were first set out.

Paradichlorobenzene volatilises slowly in the soil, the rate depending on the temperature, moisture and aeration conditions and on the fineness of the crystals. The most suitable temperature appears to be 75°-85° F. It is highly toxic to insects, appearing to have an injurious effect on the nervous system, but is practically harmless to man during the process of application.

### HYDROCYANIC ACID GAS

The cyanides of sodium and potassium have been used as sources for the generation of hydrocyanic acid gas for insecticidal purposes for some years, but it is not an easy matter to adapt these materials for use against soil pests. The value of calcium cyanide in this connection was the subject of an article in the



C. & D., 1928, I, 426. It is an exceedingly potent soil insecticide. Because of its poisonous nature, however, it has to be handled with reasonable care, and since it is comparatively costly it must be used so as to obtain the maximum benefit from its application. In the case of wireworms this is done by prebaiting in order to assemble the insects in a well-marked area, with eelworms by spring application, when the pest is likely to be most susceptible, with millipedes and centipedes by dissolving the cyanide in water so as to get a thorough and even penetration of the soil.

#### CORROSIVE SUBLIMATE

This chemical has received considerable attention during recent years, particularly in connection with the control of root-flies. In a series of experiments for the control of slugs summer cabbage plots were given three treatments with corrosive sublimate solution at a strength of 1 in 1,000, at intervals of ten days, with the following results:—

Treatment	No. of plants	PLOT I		PLOT II		Average % Matured
		Killed	Matured	Killed	Matured	
Corrosive sublimate 1 in 1,000	80	14	66	24	56	76
Untreated control	80	52	28	57	23	32

Corrosive sublimate appears to have distinct possibilities in connection with soil pests. The disadvantages are that several treatments are necessary, and that the material is applied in liquid form. The second of these difficulties may be overcome by mixing tobacco

dust with finely powdered corrosive sublimate in the proportion of 99 parts by weight of the former to one of the latter.

#### CARBON DISULPHIDE

In emulsion form this appears to possess considerable value as a soil insecticide, particularly in glass-houses and market gardens if employed when the land is vacant. A good deal of experimental work has been done on the use of carbon disulphide in emulsion form against wireworms and the larval stages of Japanese and Asiatic beetles. There is a good deal of variation in these emulsions, according to the emulsifier used.

The following formula is stated to produce a homogeneous emulsion which is transparent, readily measured, mixes well with water and remains stable for some time:—

Carbon disulphide	...	...	700	c.c.
Oleic acid	...	...	77	c.c.
Ethyl alcohol (95 per cent.)	...	...	193	c.c.
Cottonseed oil (purified)	...	...	30	c.c.
Potassium hydroxide	...	...	13.5	gm.

Emulsions similar to this have been successfully used for the treatment of pot plants, herbaceous plants and shrubs at the rate of one quart to fifty gallons of water, three pints being applied to the square foot.

#### FORMALDEHYDE

This is being increasingly employed for soil sterilisation, for which purpose it is used at the rate of one pint of 40 per cent. solution in thirty gallons of water and applied at the rate of one gallon to each cubic foot of soil. Reports as to its efficacy are somewhat conflicting. When used as a dressing for seed it appears to have some repellent influence, but when used against wireworms it seems of little value.

## Mineral Supplements for Cattle Food

IODINE may be fed to stock in the form of iodised salt, iodised concentrates, or iodine-containing mineral mixtures or licks; in some instances it may be preferable to give it as tincture of iodine or potassium iodide in the drinking water or milk. Reed, of the Lacombe Experimental Station, Alberta, makes the following suggestions:—

"For sows, dissolve one ounce of potassium iodide in one gallon of water and mix in the feed one tablespoonful of this solution once a day for each brood sow.

"For ewes, thoroughly dissolve four ounces of potassium iodide in about a cupful of lukewarm water. Spread 100 lb. of well-dried salt evenly on a clean floor, sprinkle the solution of potassium iodide evenly over it and mix well. When dry, place the salt where the sheep may have access to it at all times. Ewes will consume about  $\frac{1}{2}$  lb. of salt each per month. For small flocks mix in proportion.

"For pregnant cows feed the potassium iodide in the salt in the same way as for ewes; but it may be found that some cows take very little salt. In this case give the cow a quarter-teaspoonful of finely-powdered potassium iodide once each week in the feed."

For British practice and for general, all-the-year-round feeding, the amount of potassium iodide should be somewhat decreased. Results in many countries indicate that, on an average:—

Poultry should get per head per year	...	30 grains.
Sheep should get per head per year	...	180 grains.
Pigs should get per head per year	...	300 grains.
Horses should get per head per year	...	300 grains.
Cattle should get per head per year	...	450 grains.
Dogs should get per head per year	...	45 grains.
Rabbits should get per head per year	...	8 grains.

Stock should be "dosed" not less frequently than once a week. The composition of mineral mixtures and licks naturally varies according to circumstances. R. T. Archer, Chief Dairy Inspector of the State of Victoria.

says: "Recent investigations have shown that the addition of very small amounts of iodine to the food has had amazing results in various ways beneficial to health and reproduction. . . . It is advised by the Department of Agriculture that the following mixture should be provided for all the animals, pigs included, in boxes or troughs placed where the animals may have free access: Salt, 40 lb.; bone-flour, 20 lb.; sulphur, 15 lb.; air-slaked lime, 25 lb.; potassium iodide, 5 oz." This is an excellent formula, though according to Corrie, it contains too much salt and sulphur and too little bone-flour for general conditions. He suggests:—

	1 For cattle and sheep	2 For pigs	3 General mixture
Feeding bone-flour	40 lb.	40 lb.	50 lb.
Finely-ground limestone	40 lb.	45 lb.	23 lb.
Common salt	20 lb.	10 lb.	20 lb.
Sulphur	—	5 lb.	5 lb.
Oxide of iron	—	—	2 lb.
Potassium iodate (or iodide)	2 oz.	2 oz.	3 oz.

For cows and pigs 2 lb. of the mineral mixtures recommended should be intimately mixed with each cwt. of concentrates fed. For sheep, from 3 to 4 lb. of mixture may be included in each cwt. of concentrates. The more complete mixture 3 should be used at the rate of about 2 per cent. of concentrates fed to stock. It is especially suitable for poultry and should be added at the rate of 3 or 4 per cent. to the mash of laying birds. In experiments carried out by the Rowett Research Institute on the value of minerals in poultry feeding, the following empirical mixture was used with success:—

Feeding bone-flour	...	100 parts
Chalk	...	40 parts
Common salt	...	40 parts
Sulphur	...	10 parts
Ferrie oxide	...	10 parts
Potassium iodide	...	1 part

The sulphur was included because previous trials had indicated that it produced a beneficial effect; iron oxide because the yolk of egg is rich in this element and the iodide because of its influence on absorption. Marked increases in egg yields resulted from this mixture when added to ordinary mashies. Bone flour, limestone, and, perhaps, a little ferric oxide make a useful supplement to the food of in-whelp bitches or nursing bitches and of growing puppies. Rabbits and goats both make heavy demands on minerals, and simple mixtures of sources of lime, phosphorus, chlorine, etc., are very effective. In general, for pig feeding, 1 to 2 per cent. (of the meals) of mineral supplement is ample, although, perhaps, rather more might be used if the food is of vegetable origin only. For dogs only very small amounts—perhaps two teaspoonfuls daily for the smaller dogs and rather more for the larger breeds—are used.

## Control of Moles

THE Department of Agriculture and Horticulture of the University of Bristol recently arranged to ascertain the value of certain materials, known to be effective rodent controls, for ridding badly infested areas of moles. Details of these experiments are given in the "Journal of the Ministry of Agriculture," October 1930. So far as chemists are concerned, interest chiefly centres round the various baits used. In a circumscribed area there were placed 190 gm. of earthworms, treated a mixture of equal parts of fine flour and red squill powder weighing  $42\frac{1}{2}$  gm., so that each bait contained approximately 10 parts per 100 of red squill powder. The object of using the flour was to enable the squill to adhere better to the worms. At the same time 150 baits, consisting of shredded meat which had previously been soaked in "liquid red squill," were prepared. These were made as follows:—

Meal	...	...	...	250 gm.
Shredded meat	...	...	...	210 gm.
Liquid red squill	...	...	...	212.5 gm.

This material was divided into 150 baits, an average weight of 4.5 gm. per bait.

Two baits were inserted in each hole and inspected after fourteen days, when it was found that of the 143 meal and meat baits 95 were taken; of the 94 worm baits 59 per taken; i.e., about 65 per cent. of the number laid.

At the same time as the experiments with the baits were carried out two other areas were treated with gases. The gases employed were on one plot cyanogas (calcium cyanide) and on the other horo (compound of sulphur and other substances).

### CONCLUSIONS

From these experiments it would appear that baits prepared from red squill, either as a liquid or powder, are satisfactory for ridding badly-infested areas of moles; but the baits must be carefully prepared, particularly as regards handling, and inserted with the minimum disturbance of the run. It appears that gassing will drive the moles from the runs; but, for satisfactory results, it is obviously necessary to carry out this work when the moles are actually in the runs, otherwise the gas leaves a solid deposit in the runs, and although the actual area does not become re-infested, some of the moles carry on their activities around the treated area. In gassing mole-infested areas it is necessary that the retreats of the moles under banks or in woods should be gassed as well as the actual outside runs.

The liquid red squill referred to is presumably a liquid extract prepared by macerating red squill in a menstrum of glycerin 25 vols, acetic acid  $2\frac{1}{2}$  vols., distilled water to 100 vols. Squill is poisonous to rodents, as these vermin are particularly susceptible to scillitoxin. There is no difference in the activity of red squill and white squill; the latter is preferred in pharmacy as it produces light-coloured galenicals. The red squill is cheaper and commoner than the white variety.

## Fertilisers for South Africa

For a long time agriculture was one of the backward industries in the Union of South Africa, but so much attention within recent years has been given to the experiments of the Government schools of agriculture and the announcements of fertiliser firms, that to-day there is an increasing demand for various sorts of artificial fertiliser. Superphosphates and other artificial compounds are to some extent manufactured in the country, but the demand for British made products remains keen. At present this line represents one of the most satisfactory for the British chemical manufacturer.

Imports of superphosphates have shown most progressive increases over the last three years for which figures are available: 1926, 1927 and 1928. The imports were respectively 37,952 tons, 53,599 tons and 85,518 tons. It can confidently be anticipated that during the next few years the demand for this fertiliser will increase very much more. Many South African farmers now seem to regard this fertiliser as the solution to most soil troubles. Those who preach that superphosphates are the only means of gaining the highest returns from soil may not be altogether correct, but their teaching is having great effect on sales.

### RAW PHOSPHATE IMPORTS

South African phosphate deposits have been surveyed and tested, but only one or two have been found of a standard sufficiently high to justify extensive commercial working. For this reason most of the raw phosphates needed by local fertiliser industries must be imported. And if no new phosphate discoveries are made in South Africa imports will obviously rise with the demand. During 1926, 1927 and 1928 raw phosphate imports have risen steadily. They were respectively: 29,568 tons, 56,881 tons and 66,892 tons. The figures speak for themselves.

The fertiliser subject to the most astonishing fluctuations is sodium nitrate. South African farmers seem uncertain about the value of this fertiliser, and although they may buy it extensively one year the next they are apt to ignore it. Thus, in 1926 the sales totalled 3,000 tons, but in 1927 these fell to a mere 27 tons, and the following year shot up again to 933 tons.

Basic slag has also been subject to strange fluctuations that a few years ago caused some anxiety among interested importers. The year 1926 was a good year for this fertiliser, the total imports being 15,981 tons. In 1927 the imports fell to 12,688 tons, but the following year responded so well to renewed farming activity, following the breaking of the long drought that imports totalled 16,049 tons. Drought and other weather conditions naturally influence the South African demand for imported fertilisers, but at present the farming situation is fair, allowing many opportunities for the enterprising British exporter. Among fertilisers that may be exported profitably are sulphate of ammonia, the various potash manures and bone manures. Rock sulphur is used widely, but imports do not rise or fall much, as is shown by the respective figures for 1926, 1927 and 1928: 14,513 tons, 13,404 tons, and 14,140 tons.

Agricultural experiments are not the only line which the British manufacturer should watch in South Africa. It would be to his advantage to keep informed on the result of such developments as the establishment of the Government Coal Research Institute in the Transvaal. Whether it will be found that this mineral will yield the expected oil resources and other anticipated by-products, opportunities for the British chemical manufacturer will almost certainly be indicated. These experiments occasionally result in large official orders for chemicals.

### OPENING FOR BRITISH FIRMS

South Africa has firmly established a disinfectant and insecticide industry but in the face of this the British manufacturer will still find numerous excellent openings in the Union and in other parts of Africa. The Portu-



guese colonies and South-West Africa have been buying of British products of this type extensively. South African manufacturers are disposing of considerable quantities in these markets, but cannot secure a monopoly. Many South African users of these products insist on British made goods, and for this reason it is worth keeping in touch with a market likely to remain constant for many years.

Among African markets to which the British exporter could give attention is Tanganyika Territory, which spends up to £50,000 a year on chemical products. Uganda now consumes over £10,000 worth of imported common soap annually, and in Nyasaland it will be found that the demand for every type of toilet requisite is steadily improving. British colonies in Central Africa and East Africa are strongly prejudiced in favour of British goods, but the demand, unfortunately, cannot compete in size with that from the Union of South Africa.

Other parts of the Empire seem to be taking an interest in these markets. Australian manufacturers have been seeking information about certain soap lines. The interest of the United States remains keen. In an average year America disposes of about £135,000 of drugs, chemicals and druggists' products in the Union of South Africa alone.

Uganda, it might be mentioned, is experimenting with power alcohol, and with the confirmation of the excellent preliminary tests may come a stimulated demand for many types of chemicals. Information on such matters can always be obtained from the London representative, who will also forward information of the large tenders for chemicals asked for from time to time.

## Warble Fly Eradication

THE serious damage caused to cattle hides in Great Britain by warble fly attacks has led to considerable research with a view to the eradication of the pest. The findings of a Departmental Committee on Warble Fly appointed by the Ministry of Agriculture in 1920, while not completely conclusive, indicated that a fruitful line of investigation was to be found in the dressing of affected cattle with a derris preparation. In 1929 Mr. R. C. Gaut, agricultural organiser of the Worcestershire County Council Subcommittee of Agriculture, conducted highly successful trials with a proprietary derris powder (Polvo), the results of that year being fully confirmed by extended trials which he supervised in 1930. With a view to disseminating information and co-ordinating effort towards warble fly destruction an influential Committee, representing all the important branches of agriculture and industry affected, was appointed in 1930. Thanks to their activities, coupled with the increased publicity given to the problem, trials were arranged and undertaken in 1930 in twenty-four counties in England, Wales and Ireland, while Professor A. R. McDougall organised trials in seven areas in Scotland. The collated evidence of these trials amply proved Mr. Gaut's contention that derris powder gives complete control of the warble fly menace, and arrangements have been concluded to take concerted voluntary action on a large scale during the months March-June of this year. An exceptional feature of the reports and recommendations which we have studied is the mention therein of one company alone as the suppliers of the derris preparations used and advocated, namely, Cooper, McDougall & Robertson, Ltd., who have been the pioneers in the development of derris as an insecticide. The company has spent enormous sums in discovering its uses and limitations and in perfecting a method of standardisation. This latter point is especially important, since ordinary analytical tests are not sufficient to assess the comparative toxicity of derris; so-called powdered derris can be, and often is, of little commercial value. Hence the necessity of biological standardisation.

**BOOK CATALOGUE.**—A list of books for pharmacists, pharmaceutical students and others has been sent us by Mr. John Gower, bookseller, 41 Voltaire Road, Clapham, London, S.W.4.

## Indian Drugs Inquiry

AT the first meeting of the Indian Drugs Inquiry Committee held recently in Madras, Dr. K. Venkatachellam, professor of Pharmacology at Madras Medical College, stated before the committee that it was not unusual to find cases of obvious adulteration in quinine tablets, potassium iodine and other costly medicines. From clinical observations it was clear that drugs and chemicals procured from the local markets were not always of the required quality, and many imported drugs were neither of the specified quality or strength, owing possibly to defective manufacture or deterioration during storage and climatic variations. Medicinal preparations of Indian manufacture were also known to deteriorate in strength after long storage, but even then locally manufactured drugs were in some cases to be preferred, on account of their comparative freshness. The present tendency of practitioners to place greater faith in imported goods than in those of Indian manufacture was due to the common belief that Western drugs were standardised before export. The witnesses recommended legislative control of the potency and purity of drugs and chemicals whether manufactured locally or imported. Import of patent medicines the formulas of which were secret should be completely prohibited.

### LEGISLATIVE CONTROL ADVOCATED

Mr. Hingston, Principal of the Medical College, stated that he had no occasion to think that his patients were getting drugs and chemicals of defective strength and impure quality. According to him, many German firms flooded the market with useless preparations. He also advocated legislative control, and suggested that firms found to be satisfactory and known to supply drugs and chemicals reliable in potency and purity be placed in one class, and products of firms not in that class should first be passed by a board in each Presidency. He was also of opinion that all dispensaries should have qualified chemists to dispense their drugs.

Dr. V. R. Kamath, a member of the Madras Medical Council, stated that some reputed foreign firms dumped very inferior stuff in Indian markets, and to escape the consequences in their own countries, they avoided marking such preparations "B.P." Patent medicines and biological products offered special scope for frauds. The witness stated that Indians had a highly credulous temperament and easily fell victims to widely-advertised medicines with a secret formula. It was premature to standardise the various indigenous preparations, as the therapeutic value of such was still in its experimental stage. He considered that the control of therapeutic agents on the lines laid down in Britain and the United States, was desirable also in India.

Lt.-Col. McPherson thought that a control on the American model would be an ambitious scheme at present. He favoured the constitution of a Central Office where standards prescribed would be ready. These standards should in turn be handed over to provincial sub-bureaux for communication of drugs available.

Dr. Natarajan complained that the imported santonine and soda bicarb. were seriously defective. Drugs were also below standard. He also desired that vaccine lymph should not be allowed to be handled by chemists and druggists, because they had no means of storing them. He was in full support of the idea of licensing chemists and druggists, and considered that the manufacture of Indian drugs in India was necessary. It was also possible to produce sera on a large scale in India.

**THE BLESSINGS OF COMPETITION.**—Mr. H. W. Harrie sends us the following conversation, overheard in a South of England town:—

Grocer: Can you tell me how you spell ipecacuanha?  
Chemist: Certainly. (Spells it.) Have you got a bet on?

Grocer: Oh, no; we are printing a new list and thought you would know.



## Trade Report

The prices given in this section are those obtained by importers or manufacturers for bulk quantities or original packages. To these prices various charges have to be added, whereby values are in many instances greatly augmented before wholesale dealers receive the goods into stock, after which much expense may be incurred in garbling, packing, etc. Qualities of chemicals, drugs, essential and fixed oils, and many other commodities vary greatly, and higher prices than those here quoted are charged for selected qualities of natural products even in bulk quantities.

28 Essex Street, W.C.2, February 26

JUDGING by general reports, business in pharmaceutical chemicals has not been up to the standard of previous weeks. Prices of the bulk of items remain steady, however, with no decided changes either way. The demand for citric and tartaric acids should improve as the year progresses, but so far there is little doing. Bromides are steadier and aspirin meets with a good demand at firm rates. Business is still on the small side in crude drugs, and the feeling is still prevalent that values may in many instances fall a little more. Orders are still being keenly competed for, and importers' profits, if any, are very lean. Matto Grosso ipecacuanha is again easier. Menthol continues very firm from Japan, but secondhand sellers continue to offer much below first hands. Japanese camphor flowers and tablets are in good demand, but slabs are neglected. Norwegian cod-liver oil is very firm and dearer in some quarters. West African ginger is easier to arrive, and saffron is cheaper. Vanilla was lower at auction. Among essential oils, star anise for forward shipment is rather higher, and Sicilian lemon for shipment is the turn better. Japanese dementholised peppermint from the source remains firm. Cassia is becoming scarce on the spot, owing to a lack of forward buying, and Sicilian orange is easier. Among the fixed oils, business has been distinctly quiet, and a few products have eased or become unsteady. Linseed and American turpentine are the turn cheaper. Acid oils and palm kernel are unsettled, while Ceylon coconut is slightly easier. Business among heavy chemicals continues very restricted, with a certain number of prices being "discounted" to secure orders. Acetone and formaldehyde sell at keen prices. Potash caustic is unsettled, and a slight reduction is foreshadowed. In "outside" articles, shellae is dearer, but rubber was depressed and again weaker under another considerable increase in the home stocks. Oil-seeds have shown a much firmer undertone towards the close.

Higher	Firmer	Easier	Lower
Anise, star oil (c.i.f.)	Ergot (Russ.)	Coconut oil	Cloves (Zan.)
Cod-liver oil	Lemon oil	Ginger	Ipecacuanha
Wood oil	(c.i.f.)	(W. Afr.)	Saffron
(Hankow, c.i.f.)		Gum acacia (c.i.f.)	Turpentine
		Linseed oil	Vanilla (auction)
		Orange oil	
	Steadier	(Sic., sweet and bitter)	
		Petroleum	
		jellies	
	Bromides	Sarsaparilla (grey, Jam.)	
		Senega	

### Cablegram

BERGEN, February 25.—The catch of cod since the opening of the season now amounts to 4,481,000, against 8,064,000 for the corresponding week of last year, and the yield of steam-refined non-freezing oil is 5,925 hectolitres, against 10,872 hectolitres at the same date last year. The market is firm at about 97s. per barrel c.i.f. for finest steam-refined non-freezing 1931 oil.

### Crude Drugs, etc.

AGAR-AGAR.—Forward prices are irregular and somewhat easier inclined, with little demand.

ALOES.—The exports from the Union of South Africa during September 1930 amounted to 81,743 lb. (£665), against 56,955 lb. (£383) in September 1929. During the

nine months ended September 30, 1930, the exports were 565,117 lb. (£4,433), against 842,670 lb. (£5,693) for the corresponding period of 1929.

ANTIMONY.—The tone has been dull, and Chinese regulus on the spot varies from £24 15s. to £24 10s. per ton according to quantity. C.i.f. terms were about £22 5s., but very little interest is shown by importers. Chinese crude is still nominal at £21 10s. on the spot. English high-grade is £42 to £42 10s., and ordinary brands vary down to £36. Chinese white oxide is £31 on the spot.

BENZOIN.—Two or three arrivals of firsts and seconds Sumatra are offered at £8 10s. and £7 12s. 6d. respectively; good values are seen in thirds down to £7 per cwt.

BUCHU is selling a little more freely as regards rounds, but ovals are somewhat neglected. Fine green rounds from recent arrivals are offered at 1s. 2d. and small green rounds at 1s. 1d. Old crop "off colour" are quoted at 11d. to 1s., business having been done at the latter price. Green ovals are quoted at 9d. and bronzy ovals at 8d. The exports from the Union of South Africa during October amounted to 8,323 lb. (£193), against 9,944 lb. (£351) in October, 1929. During the ten months ended October 31, 1930, the exports were 140,081 lb. (£4,578), against 201,224 lb. (£7,250) for the corresponding period of 1929.

CADMIUM.—There has been a fair demand on the spot, and the tone is very steady at from 1s. 9½d. to 1s. 10½d. per lb. according to quantity. There is plenty of stock available, but holders are making a stand at the current level.

CAMPHOR (REFINED).—Japanese flowers are in good demand at from 2s. 1½d. to 2s. 2d. per lb., and ¼-oz. tablets are in fair demand at from 2s. 7d. to 2s. 8d. per lb.; 2½-lb. slabs are neglected at from 2s. 1d. to 2s. 2d. C.i.f. prices are:—Flowers, 1s. 11½d.; ¼-oz. tablets, 2s. 5½d., and slabs 1s. 11d. per lb.

CARDAMOMS are quiet and unchanged. Ceylon-Mysore bold bleached, 6s. to 6s. 3d.; mediums, 4s. to 4s. 3d.; small medium, 2s. 9d. to 3s.; and smalls, 2s. 3d. to 2s. 6d. Green Allepy are quoted at 2s. spot, and for shipment at 1s. 9d. c.i.f. Bombay decorticated seed is 3s. on the spot, and for shipment 2s. 7d. c.i.f. is quoted.

CLOVES.—Zanzibar are lower at 11½d. to 1s. per lb. on the spot; February-March shipment is quoted at 10½d. c.i.f. Madagascar on the spot is 10½d. per lb., and for February-March shipment 9½d. per lb. c.i.f. is quoted.

The landings of Zanzibar in London during the week ended February 21 have been 110 and the deliveries 167, leaving a stock of 656, against 1,824 in 1930 and 2,744 bales in 1929. From January 1 to date landings of Zanzibar have been 323, against 2,065 in 1930, and the deliveries 570, against 1,039 in 1930. Landings of Madagascar for the week ended February 21 were 272 and the deliveries 239, leaving a stock of 1,177, against 626 in 1930 and 2,308 bales in 1929. Landings of Madagascar this year to date have been 1,042, against 694 in 1930, and the deliveries 806, against 82 in 1930. The exports of cloves from Zanzibar during 1930 amounted to 145,831 cwt., against 174,778 cwt. in 1929.

COCONUT (DESICCATED) is quiet with very little business passing. Medium is 23s. 6d., and fine 25s. on the spot. For shipment, 21s. c.i.f. is quoted for March-April or April-May.

COD-LIVER OIL.—A Bergen advice dated February 18 states that the fishing at Lofoten and the neighbouring districts is badly hindered by stormy weather, and the cod is not present in large numbers. In the Lofoten district alone the yield of oil was only 299 hectolitres against 2,091 hectolitres at the same time last year. The market remains very firm, with few sellers. In consequence of the continued poor fishing results, which already show a deficiency of almost 5,000 hectol. compared with the same period last year, the market is very firm, and several shippers have again raised their price, and now quote from about 94s. to 96s. per barrel for finest new season's oil for immediate shipment. More interest is now being shown and a fair amount of oil has been bought.

ERGOR is in little better inquiry as regards Russian. Prices are firmer at from 10d. to 10½d. and stocks here are now greatly depleted. A Government inquiry in the market is reported for about 900 lb. Spanish is in slow demand, with some inquiries from America, and prices are expected to move to better values if business results. Spot Spanish is offered at 1s. 9d. for good sound quality.

GENTIAN.—French is quoted at 30s. per cwt. on the spot.

GINGER.—West African is easier at 28s. per cwt. on the spot, and to arrive sellers quote 21s. c.i.f. Washed rough Cochin is 45s., Cochin "B" cut 85s., "C" 60s., small Jamaica 50s., and bold 77s. 6d. to 80s. Japanese, 50s. per cwt.



**GLYCERIN.**—The Combine price is unchanged at £55 per ton naked, in drums, for chemically pure B.P. Continental is quoted at about £51 per ton ex wharf.

**GUM ACACIA** is quiet, with the forward prices inclined to ease somewhat. It is remarkable that forward prices quoted here are actually lower than those ruling in the Sudan. Actual consumption still remains poor. Shippers quote new crop Kordofan cleaned sorts for March shipment at 38s. 6d. c.i.f., and natural at 36s. 6d. c.i.f. The spot market still remains quiet and business is hard to mouth. Kordofan cleaned is offered at 46s. to 47s. 6d. and natural at 43s. to 45s. Good bleached white is still scarce at from 130s. to 137s. 6d. as to quality. Talha is unchanged at 32s. 6d. per cwt. on the spot and at 22s. 6d. c.i.f.

**HONEY.**—Canadian clover honey is quoted by importers at from 45s. to 50s. per cwt., ex warehouse, in tins in cases, for pale amber to set white. Darker manufacturing grades are quoted at from 35s. to 37s. 6d. per cwt. ex warehouse.

**HYDRASTIS** is neglected at 5s. 6d. to 5s. 9d. spot.

**INSECT FLOWERS.**—Dalmatian closed offer at 95s. per cwt. and Japanese f.a.q. at 85s. on the spot.

**IPCACUANHA** is easier, with some forced sales, with Hamburg now able to ask much below spot values. Sales of Matto Grosso on spot have been made at 8s. 6d. to 8s. 9d. per lb. The "Highland Princess" has brought 26 packages from Rio and 12 bales from Monte Video.

**KINO** has recently been selling more freely, fair ruby E.I. gum offering at from 1s. 3d. to 1s. 6d. per lb.

**LIQUORICE ROOT.**—There is a great scarcity of natural root, with Hamburg reporting no arrivals. New crop, July-August shipment, is quoted at 13s. 9d. c.i.f. London. First decorated Russian is now 28s. 6d. spot, with very little offering.

**MENTHOL** continues very firm from Japan, with first-hand prices between 12s. 10½d. and 13s. per lb. c.i.f., but secondhand sellers continue to offer very much below first hands, and quote from 12s. 3d. to 12s. 4½d. per lb. c.i.f. On the spot, prices are extremely unsatisfactory from importers' point of view, and business has been done at from 12s. 6d. to 12s. 7½d. for K/S, but generally 12s. 9d. per lb. is asked.

**MERCURY.**—There has not been a great deal of activity, although a fair number of inquiries have been reported which were chiefly for small quantities, including a few lots running into 50 and 100 bottles. The official price is still £21 17s. 6d. net, as it refers, apparently, to small lots, and so far as can be ascertained a rebate is being made for good quantities. There has been no alteration in the f.o.b. price, which is £21 15s. net. Outside sellers are comparatively few, this referring to North American metal, which is obtainable at a discount. We understand that 251 bottles have arrived from Chilo this month, which quantity, however, was already sold to consumers direct. The "America" has also brought 142 flasks from New York.

**PEPPER.**—Lampung is unchanged at 6½d. per lb. spot. To arrive, sales include January-March shipment at 5½d. to 5½d., and March-May at 5½d. Tellicherry is 55s. per cwt. c.i.f. Alleppy is 55s. o.i.f. White Muntok is easier at 9½d. per lb. spot. To arrive, sales include January-March at 9½d. to 9d. to 9½d. to 9½d., and March-May at 9½d. to 9d. to 9½d. to 9½d. c.i.f.

**PIMENTO** is quiet at 4½d. per lb. spot and 37s. 6d. per cwt. for March-April shipment.

**RUBBER** is without any material alteration, and although at one period spot fell to 3½d., it recovered at the close to 3½d. per lb. The general tone continues dull, and the demand for spot has been less than usual. It seems remarkable that in spite of the extremely low prices, the quantity of rubber coming forward does not diminish in the slightest, and although producers have for some time past been endeavouring to curtail production, it seems fairly obvious that their efforts have been unsuccessful. Arrivals last week totalled 1,774 tons, whilst deliveries were 1,095 tons, showing a further increase of 679 tons in the stocks. The London stock now stands at 82,111 tons against 62,725 tons at the corresponding period last year. The Liverpool stock now stands at 44,555 tons. Quotations (Wednesday, 5 p.m.): No. 1 standard ribbed smoked sheet, spot and February-March, 3½d.; April-June, 3½d.; July-September, 4d.; October-December, 4½d. per lb.

**SAFFRON** is rather easier, but now steady at present levels at from 42s. 6d. to 50s. per lb. for Valencia, according to quality.

**SARSAPARILLA.**—The value is unchanged, with the exception of grey Jamaica, which is somewhat easier on account

of one or two arrivals. Good bright quality is 1s. 3d.; red native Jamaica, 1s. 6d.; mixed colours, 1s. 5d.; and yellowish, 1s. 4d.

**SEEDS.**—ANISE.—Spanish is 47s. 6d., Bulgarian 32s. 6d., and Russian 31s. per cwt. on the spot. CANARY.—Mazagan on the spot is 23s., Tangier is worth 21s., and Morocco is held at 18s. 6d. per cwt. on the spot. CUMIN.—Malta is offered at 55s. spot, with little or no business passing. Morocco is quiet and unchanged at 52s. 6d. spot. FENUGREEK.—Old crop is selling at 16s. 6d. on the spot. New crop is offered at 15s. 6d. spot, with no business passing. For shipment 13s. 9d. c.i.f. is quoted. CORIANDER on the spot is unchanged at from 9s. to 9s. 6d. per cwt. for sound seed. CARAWAY.—Dutch on the spot is quiet at 28s. MUSTARD.—English is offered at from 24s. 6d. to 34s. per cwt. according to quality.

**SENEGA.**—The lower spot price of 2s. 6d. is asked for best quality root; the c.i.f. price is also easier, but no business is reported.

**SENNA.**—Hand-picked T.V. pods are quoted at 6d., and good No. 2 at 5½d.; manufacturing are firmer at 3½d. to 4½d., as to quality. Supplies are now concentrated, and "bullish" offers are reported from origin.

**SHELLAC** closes dearer at 75s. per cwt. spot for usual standard TN; fine orange is 90s. to 180s., pure button is 102s. 6d., and AC cakey, 87s. 6d. To arrive, sales of March-April shipment have been made at 64s. to 67s. c.i.f. Sales for delivery include March at 66s. to 65s. to 70s., May at 68s. 6d. to 72s. 6d., and August at 69s. to 74s. 6d.

**SQUILL.**—Fair white is offered at 20s. per cwt. on the spot.

**STROPHANTHUS.**—A new lot of 18 bags has arrived, which prove on analysis to be 100 per cent. Kombe; the parcel is limited at from 5s. 9d. to 6s. per lb. as to quantity.

**VALERIAN.**—There have been one or two arrivals here of Belgian: good bright root is offered at 27s. 6d., and dullish at 25s. 6d. spot.

**VANILLA.**—At auction on Wednesday, 482 tins Seychelles and 31 tins Java offered and met with a slow sale at a decline of fully 1s. per lb. Of Seychelles, about 100 tins sold, comprising firsts, 7 to 8 in. at 5s. per lb.; crystallised firsts, 7 to 7½ in., 4s. 6d.; good seconds, Jeanish, 3½ to 7 in., 1s. 6d. to 2s. 9d.; good splits, 2s. to 2s. 6d.; foxy and split, 1s. 3d. to 1s. 9d.; and mouldy, 1s. to 1s. 3d.: 31 tins Java offered, and five sold at 1s. 6d. for dry and foxy.

### Essential Oils

IMPROVED demand is reported in one or two articles, but generally trading is quiet. Star anise is dearer for forward shipment. Spot supplies of cassia are short. Prices for bergamot are extremely low. Lemon is distinctly firmer. Production of South African orange on a commercial scale is to begin this season. Japanese dementholised peppermint is firm.

**ANISE (STAR).**—Forward shipment of "Red Ship" brand and B.P. is dearer, with February-March shipment offering in cases of leads at 1s. 9d., cases of tins at 1s. 7d., and drums at 1s. 6½d. per lb. c.i.f. A slightly improved spot demand is reported, cases of leads offering at 2s. 6d. and cases of tins at 2s. 5d. per lb.

**BERGAMOT.**—Present prices for shipment are probably the lowest noted. For direct shipment, ex producers, 7s. 4d. per lb. c.i.f. London is quoted, with other sellers quoting up to 8s. per lb. c.i.f. On the spot, 8s. to 8s. 6d. per lb. is quoted. The prices for shipment proposed at the recent conference have not been maintained as the producers have not been financed by the Italian Government.

**CASSIA.**—Owing to lack of interest in buying forward shipments, spot supplies are rather scarce, and there are buyers at 2s. 8½d. and sellers at from 2s. 10½d. to 3s. per lb. The c.i.f. price is easy at 2s. 5d. to 2s. 6d.

**CITRONELLA.**—Java is firm at 1s. 8½d. to 1s. 9½d. per lb. c.i.f. to arrive, and on the spot 1s. 10d. to 1s. 11d. is quoted. Ceylon is quoted at 1s. 9½d. to 1s. 10d. spot, and at 1s. 5½d. to 1s. 6d. per lb. c.i.f.

**EUCALYPTUS** is quoted at 1s. 2d. for 70 to 75 per cent., and 1s. 4d. for 80 to 85 per cent.

**GERANIUM.**—Bourbon is quoted at from 13s. 6d. to 14s. per lb. spot, and 11s. 6d. per lb. c.i.f. to arrive. Algerian is firm at from 15s. 9d. to 16s. per lb. spot and 16s. 6d. per lb. c.i.f.

**JUNIPER BERRY.**—B.P. of good quality is offered at 4s. 3d. per lb. net, ex warehouse.

**LEMON.**—Sicilian is, if anything, slightly higher, but buyers remain apathetic. Prices quoted are still very wide,

and this denotes a number of qualities. To arrive, hand-pressed is quoted at from 2s. 3d. to 3s. 2d. and machine-made at from 2s. 4d. to 2s. 6d. per lb. c.i.f. On the spot, business is from hand to mouth, single cases and coppers being purchased; values are from 2s. 9d. to 3s. 3d. for hand-pressed and from 2s. 4½d. to 2s. 7½d. per lb. for machine-made.

MANDARIN is quoted at from 12s. 6d. to 13s. 3d. per lb. spot as to seller, and at 13s. per lb. c.i.f. for shipment.

ORANGE.—Sicilian sweet is without much interest. Spot is offered at from 8s. to 8s. 6d., and to arrive at from 7s. 9d. to 8s. 3d. c.i.f. Bitter is seldom asked for; spot is offered at from 7s. to 7s. 6d. and to arrive at 6s. 9d. to 7s. c.i.f. With regard to South African orange oil, production will begin at the end of March or the beginning of April, and manufacture on a commercial scale will definitely commence this season. It is expected that the oil will be marketed at an advantage in price over pure Italian orange oil, to which it is stated to be equal as regards perfume and terpeneless oil yield.

PALMAROSA is quoted at 8s. per lb. spot and 7s. 3d. per lb. c.i.f.

PEPPERMINT.—Japanese dementbolised is firm from Japan, with prices ranging from 3s. 10d. to 4s. per lb. c.i.f. There are buyers of January-March shipment (five brands) at 3s. 5d. per lb. c.i.f., and February-March shipment K/S at 3s. 7d. c.i.f., with sellers of five brands for January-March shipment at 3s. 7d. c.i.f. and K/S at 3s. 8d. c.i.f. The spot value of K/S is 3s. 9d. per lb. American is dull at from 8s. 3d. to 8s. 9d. per lb. spot as to seller, and to arrive at from 7s. 9d. to 8s. 3d. c.i.f. H.G.H. is 12s. 9d. spot.

SPERMINT is unchanged at from 12s. 9d. to 13s. per lb. spot and to arrive at from 12s. 6d. per lb. c.i.f.

WORMSEED (CHENOPODIUM) is quoted at from 14s. 6d. to 15s. per lb. spot as to seller.

The following arrivals have taken place from the countries indicated during the period February 18 to February 24, inclusive:—Almond (Fr.) 10 cs.; anise (H.K.) 25 pkg.; bergamot (It.) 50 cs.; cananga (Java) 2 dm.; caraway (Neth.) 6 pkg.; cassia (H.K.) 20 cs.; citronella (Java) 16 dm.; (Cey.) 4 dm.; eucalyptus (Aust.) 15 cs.; geranium (Neth.) 2 cs.; (Fr.) 6 dm.; juniper berry (Ger.) 3 cs.; lemon (It.) 428 cs.; lemongrass (Guat.) 1 dm.; lime (o. B.W.I. Is.) 5 cs.; palmarosa (Br. Ind.) 1 cs.; peppermint (U.S.) 5 cs.; (Jap.) 205 cs.; rose (Fr.) 2 cs.; rosewood (Braz.) 10 dm.; undescribed (Réun.) 4 dm.; (Aust.) 154 cs.; (Fr.) 59 cs.; (It.) 325 cs.; (U.S.) 1 dm. 2 cs.

### Pharmaceutical Chemicals, etc.

BUSINESS seems by the general report to have been none too good this week, and shows some falling off in comparison with former weeks. This lack of demand in good volume is not for want of confidence, as the tone of the market continues steady in most directions. Citric and tartaric acids should soon begin to liven up, but so far there is very little doing.

ACETANILIDE is steady with business of small account: B.P. crystals and powder, 1s. 4½d. to 1s. 6d. per lb., as to quantity.

ASPIRIN is a good feature with business moving well and prices very steady as quoted: home trade, ten cwt., 2s. 7d.; five cwt., 2s. 8d.; one cwt., 2s. 8½d.; 28 lb., 2s. 9d.; 14 lb., 2s. 10d.; 7 lb., 3s.; 1 lb., 3s. 4d. per lb. Export to Colonies and British Possessions, ten cwt., 2s. 7d.; five cwt., 2s. 8d.; one cwt., 2s. 8½d., and less than one cwt., 2s. 9d. per lb. f.o.b. Export prices to other destinations are unchanged.

BARBITONE continues very steady as quoted by dealers at 7s. 3d. to 7s. 9d. per lb., as to quantity; business is limited.

BENZOIC ACID (B.P.) is of some interest: quantities, ex works, about 1s. 10d. per lb.; spot parcels, 1s. 10½d. to 1s. 11d. per lb., as to quantity.

BENZONAPHTHOL shows no further change at 2s. 8d. per lb.

BROMIDES.—There is a steadier tone. It seems that a good deal of the big contract business for the year has already been booked up. Prices may harden a trifle in due course with an outside chance of a control being introduced some time ahead: ammonium, 1s. 8½d. to 1s. 9¾d.; potassium, B.P. crystals, 1s. 4½d. to 1s. 5d.; sodium, B.P., 1s. 7d. to 1s. 8d. per lb., as to quantity. Makers' and dealers' prices are about level.

CALCIUM LACTATE was erroneously listed in one quarter at a very low figure, but supplies do not appear to be avail-

able at anything near that price: market is steady at 1s. 1½d. to 1s. 3d. per lb. as to quantity.

CHLORAL HYDRATE continues very steady as quoted by home makers at 2s. 11½d. to 3s. 1½d. per lb., as to quantity and packing: foreign, on spot, 3s. 3d. per lb.

CITRIC ACID (B.P. crystals).—It is not possible to record an improvement either in the demand or the tone of the market: foreign, on spot, about 1s. 0½d. per lb., less 5 per cent., for good sized quantities.

CREAM OF TARTAR has again been in slow demand, and spot prices for good sized quantities of foreign 99 to 100 per cent. powder are about 82s. 6d. per cwt., less 2½ per cent.

CREOSOTE (B.P.) is about steady on a quiet market: dealers' quote 1s. 7½d. to 1s. 9d. per lb., as to quantity.

CREOSOTE CARBONATE is seldom called for: dealers' quote spot at about 5s. 9d. to 6s. per lb., as to quantity.

GUAIACOL CARBONATE is offered on spot at about 4s. 3d. to 4s. 6d. per lb., as to quantity, with the market dull.

HEXAMINE.—A very fair volume of business continues with sales prices about 1s. 10d. to 1s. 11d. per lb., and less for large quantities.

LACTIC ACID (B.P.) has been rather dull with quantities in carboys at 1s. 11d. to 2s. 1d. per lb., as to quantity.

METHYL SALICYLATE (B.P.) is a sound market, and business is sustained: quoted from 1s. 3d. to 1s. 5d. per lb., as to quantity.

METHYL SULPHONAL is unchanged at the controlled rates of 12s. 7d. to 13s. 10d. per lb., as to quantity.

PARAFORMALDEHYDE continues in fair demand, and prices for 100 per cent. powder range from 1s. 5½d. to 1s. 7d. per lb., as to quantity: the lower figure for bulk quantities.

PARALDEHYDE is steady at from 1s. 1d. to 1s. 3d. per lb., as to quantity and packing.

PHENACETIN.—This market is very steady and business is fair, although not quite so good as in former weeks: quoted from 3s. 10d. to 3s. 10½d. per lb., as to quantity, with powder 1½d. per lb. more.

PHENAZONE is well held as quoted, and business is moving on a limited scale: crystals, 6s. 11d. to 7s. 3½d. per lb., as to quantity, with powder 1½d. per lb. more.

PHENOLPHTHALEIN is now well maintained as quoted under the control at 5s. per lb. for two cwt.; 5s. 1d. for one cwt., and 5s. 2½d. per lb. for smaller lots.

RESORCIN has been quiet with offers unchanged at about 2s. 11d. to 3s. 2d. per lb., as to quantity.

SALICYLIC ACID (B.P.) from home makers is steady at 1s. 5d. per lb. for ten cwt. up to 2s. per lb. for 1-lb. parcels.

SALOL is unchanged with business of small account: quoted from 3s. 7½d. to 3s. 10½d. per lb., as to quantity.

SODIUM BENZOATE (B.P.) is about steady with quantities close up to 1s. 7d., and smaller spot lots about 1s. 7½d.

SODIUM DIETHYLBARBITURATE is now very steady on spot from 9s. per lb.

SODIUM SALICYLATE (B.P.) is unchanged at Convention rates with business of no great volume: home trade, powder, two tons, 1s. 10d.; one ton, 1s. 10½d.; ten cwt., 1s. 11d.; five cwt., 1s. 11½d.; one cwt., 2s.; 28 lb., 2s. 2d.; 14 lb., 2s. 3d.; 7 lb., 2s. 4d.; 1 lb., 2s. 5d. per lb., with crystals 1d. per lb. more; export prices to all destinations are unchanged.

SULPHONAL is quiet at from 10s. 1d. to 11s. 2d. per lb., as to quantity.

TANNIC ACID (B.P. leviss) has been dull: quoted on spot from 2s. 8d. to 2s. 9d. per lb., as to quantity.

TARTARIC ACID (B.P. crystals).—Business seems to have again been very limited, and the market shows no improvement: foreign is quoted on the spot from 11½d. to 1s. per lb., less 5 per cent. the lower price for bulk quantities.

TERPIN HYDRATE is unchanged as quoted by dealers at from 1s. 4d. to 1s. 6d. per lb., as to quantity.

THYMOL is barely steady on a slow market: quoted at about 6s. 4d. to 6s. 8d. per lb., as to quantity, for synthetic fine white.

VANILLIN.—A fair amount of business is reported, and Convention prices are maintained: ex clove oil, ten cwt., 13s. 6d.; five cwt., 13s. 9d.; one cwt., 14s.; 28 lb., 14s. 3d.; less than 28 lb., 14s. 6d. per lb.; ex guaiacol, ten cwt., 12s.; five cwt., 12s. 3d.; one cwt., 12s. 6d.; 28 lb., 12s. 9d.; 14 lb., 13s.; 7 lb., 13s. 3d.; 1 lb., 13s. 6d. per lb., carriage paid.



## Industrial Chemicals, etc.

*London, February 25.*

THE volume of business continues very restricted. Quoted prices are being fairly well maintained, but there is evidence of discounting in some products to secure orders. ACETIC ACID continues fairly steady with business on the small side: 80 per cent. technical, £36 5s.; 80 per cent. pure, £37 5s. per ton, in barrels; glacial, pharmaceutical, 99 to 100 per cent., £58 per ton, in glass demijohns; glacial, in barrels, £47 per ton, carriage paid in U.K. ACETONE is a keen market, but there is a very fair volume of business moving: B.G.S., £60 to £62 10s. per ton, in drums, ex store. ARSENIC.—The firmness has been well maintained, and white Cornish is extremely scarce at about £19 f.o.r. mines. Parcels are offered from Belgium on the basis of £17 17s. 6d. to £18 c.i.f. Mexican has sellers at £17 15s. c.i.f. Liverpool. COPPER SULPHATE.—There has been but little doing for export, but Associated British Makers have maintained their quotation at fully £21 for casks, less 5 per cent. Continental competition is still keen. The renewed firmness in copper metal is a sustaining factor. FORMALDEHYDE is still irregular despite the considerable fall in value reported last week: business is keenly competed for; 40 per cent. by volume, about £29 to £30 per ton, in casks, ex store, as to quantity. ISOPROPYL ALCOHOL is steady and in fair demand in limited quantities: first quality, 10s. 6d. to 11s. per gallon, in drums, carriage paid; lower grades at cheaper prices. POTASH CARBONATE is quiet and easy as quoted by dealers: 90 to 92 per cent., £23 7s. 6d.; 96 to 98 per cent., £25 7s. 6d. per ton, in casks, ex store; lower prices for contracts for large quantities. POTASH CAUSTIC is unsettled and easy at Convention rates: a slight reduction would not be unexpected; spot, 88 to 92 per cent. solid, £29 10s. to £34 10s. per ton, in drums, ex store; 30s. per ton c.i.f. in all cases. POTASH CHLORATE continues to be quoted at £27 10s. per ton, ex store, and small lots at about 3½d. per lb., but business is still very slow and small. POTASH PERMANGANATE is steady but seldom called for: quantities in two-cwt. drums, from 4½d. per lb., ex store. POTASH PRUSSIAN is by no means active in demand, but prices are steady: yellow, £63 10s. to £65 10s. per ton, for quantities; single casks, 7d.; small lots, 7½d. per lb., ex store. SAL AMMONIAC is quiet and unchanged: dog-tooth crystals, £32; medium, £28; fine white crystals, £17 per ton, in casks, ex store; slightly less for contracts. SODIUM ACETATE meets with but isolated inquiry: spot material is available at about £18 per ton, in casks, ex store. SODIUM CHLORATE is steady but very slow of sale: quantities, about £26 5s. per ton; small lots, about 3d. per lb., ex store. SODIUM HYPOSULPHITE remains easy while inquiry is only moderate; dealers quote pea crystals in one-cwt. kegs, £15; commercial quality, in casks, £9 2s. 6d. per ton; makers' list price for pure crystals to home consumers on contract, £15 per ton, carriage paid to buyer's works. SODIUM PRUSSIAN is steady, but business is not good: quantities, 4½d.; small lots up to 5½d. per lb., ex store. SODIUM SULPHIDE is dull: 60 to 62 per cent. solid, £9; broken, £10 per ton, in drums, ex wharf.

COAL TAR PRODUCTS, ETC.—Reports to hand show that the products in this market are still in but poor demand, and in consequence the tone is by no means steady in some of the more important items. ANILINE OIL and ANILINE SALT are both unchanged on a dull market at 8½d. per lb., packages extra, carriage paid. BETANAPHTHOL remains quiet at about 7½d. per lb., carriage paid. CARBOLIC ACID (39° to 40° C. ice crystals).—Makers' prices are by no means firm, and the demand continues poor: small parcels, 6d.; five-ton lots, 5½d.; druggists' quantities, 6½d. per lb. Crude carbolic 60's continue in poor demand at about 1s. 2d. to 1s. 4d. per gallon, naked at works. CREOSOTE OIL is in fair demand with the market keen: quantities in bulk, f.o.b., 4½d. to 4½d. per gallon; home trade continues at about 4d. to 4½d. per gallon, as to quantity and quality. CRESYLIC ACID is unchanged on a slow market: pales, 98 to 100 per cent., 1s. 7d. to 1s. 8d.; dark, 95 per cent., 1s. 4d. to 1s. 4½d.; special qualities, 2s. to 2s. 2d.; American duty free acid, 1s. 5d. to 1s. 7d. per gallon, f.o.b. NAPHTHALENE is slow and unchanged: flakes and balls, about £13 per ton, ex wharf, in cases. METHYL ALCOHOL is irregular with the market keen: ton lots, about £39 per ton, in drums, ex store; cheaper rates for large quantities. TOLUOL remains quiet: commercial 90's, 1s. 9d.; pure, about 1s. 10d. per gallon, ex works. XYLOL continues in slow demand, with commercial from 1s. 7½d. to 1s. 8d., and pure about 1s. 10d. per gallon, ex works. PITCH.—The quoted figure continues unchanged at 45s. per ton, f.o.b., East Coast, with the market easy: business of importance is usually based on a lower value.

## Fixed Oils, etc.

FURTHER reductions in some products are recorded, and throughout the market has been distinctly quiet. Linseed oil and American turpentine, after some recovery, have again turned to easier rates. ACID OILS are dull and unsteady: coconut and/or palm kernel, 19s. 6d.; groundnut, 15s. 6d.; soya, 14s. 6d. spot. CASTOR.—Prices are unchanged, with the market quiet: pharmaceutical, 39s.; first pressings, 35s.; second pressings, 32s. per cwt., in barrels, on the spot, in not less than one-ton lots. COCONUT is slightly easier and still dull: deodorised, spot, 34s.; Ceylon, 23s. c.i.f. COTTON.—Deodorised is about steady as quoted at 25s. 6d. naked; common edible, 23s. 6d.; soapmaking, 21s. 6d.; crude, 20s. spot. GROUNDNUT is dull, with values unchanged: deodorised, spot, 30s.; crude Oriental, 23s. c.i.f. PALM KERNEL is unsteady on a slow market: deodorised, 31s. 6d.; crude, 25s. 6d. spot. PALM.—The market is now fairly steady and business has been moderate; prices show a slight loss on the week for some grades: Lagos, 19s.; softs, 18s. 6d.; mediums, 19s.; hards, 19s. 3d.; bleached, 21s. 6d. spot. RAPE is steady but quiet: refined, 33s.; crude, 31s. 6d. spot. SOYA.—Prices are maintained, although the market is slow: deodorised, 26s. 6d.; crude, 19s. 6d. spot. LINSEED (raw, naked).—After showing steady improvement for the past two weeks the market shows some slight weakness and closes dull: on spot, 20s. 3d.; March, 18s. 9d.; April, 18s. 10½d.; May-August, 19s. 9d.; September-December, 20s. 3d. Boiled oil, on spot, 23s. 3d. TURPENTINE is easier, despite the improvement in the American position. There has been only little doing on this side, and current quotations are about 37s. 6d. for spot, 37s. 9d. for March-April, and 37s. 6d. for May-June. Last week's deliveries were 1,553 barrels, making a total since January 1 of 12,914 barrels, against 13,792 barrels a year before. Stocks were 51,423 barrels, which, together with the quantities in the course of landing, made the London visible supply 52,211 barrels, against 51,231 barrels at the same date last year. RESIN has been rather idle, with buyers confining purchases to early requirements, but American stocks were reduced further, due to the small receipts. C.I.F. terms were as follows: American B 9s. 0½d., D 9s. 7½d., E 10s. 4½d., F/G 10s. 10½d. to 11s. 1½d., M 12s. 5d., N 13s. 3½d., W/G 16s. 0½d., and W/W 17s. 7½d. French F/G was offering at 10s. 3d., W/G at 12s. 3d., and W/W at 12s. 6d. c.i.f. to arrive. WOOD.—Hankow is dearer for shipment with sales at £35 15s. per ton c.i.f.

LUBRICATING, MINERAL, BURNING OILS, ETC.—About the only change to note this week is a slight reduction in the value of petroleum jellies. In other directions quoted prices are generally unchanged, while business is still sluggish. BENZOL continues to move on a good scale, with prices unchanged: standard motor 90's, country, 1s. 4½d.; London, 1s. 5d. per gallon, ex works, in tank wagons. FUEL OILS continue steady but quiet: 950 gravity, £3 5s.; 890 gravity, £3 17s. 6d. per ton, ex tank. PARAFFIN OILS are steady and unchanged: American standard white, 11½d.; water-white, 1s. 0½d. per gallon, barrels free, ex wharf. PARAFFIN WAX and SCALE.—Wax is dull and unchanged from 1½d. to 4½d. per lb., according to melting point, in bags; scale is unchanged for shipment at about £12 per ton c.i.f. U.K. port. WHITE OILS.—The demand remains quiet, with prices unchanged: special No. 1, £24 2s. 6d.; No. 1, £23 2s. 6d.; No. 3 half-white, £19 17s. 6d.; No. 4 half-white, £17 17s. 6d. per ton, drums and barrels free, ex wharf. SOLVENT NAPHTHAS are steady and in fair demand: 90 to 160, 1s. 2d.; heavy 90 to 190, 1s. 0½d. per gallon, naked at works. PETROLEUM JELLIES are slightly easier, with the market still quiet: white to snow-white, £34 10s. to £40; amber and yellow, £16 15s. to £21 5s.; dark stiff green, £10 12s. 6d. per ton, barrels free, ex wharf. LUBRICATING OILS.—The spot position continues a little steadier, but the demand continues quiet. On spot: pales, £9 to £20; reds, £10 5s. to £20; dark cylinders, £9 15s. to £22; filtered cylinders, £17 to £22 per ton, less 2½ per cent., ex wharf. SOLUBLE OILS and CUTTING COMPOUNDS are unchanged from £20 to £28 per ton net. No. 1 RUSSIAN OIL is unchanged at about £14 per ton, less 2½ per cent., barrels free, ex wharf.

## Canadian Cod-Liver Oil

OVER 91,000 gallons of medicinal cod-liver oil were produced in Canada in 1929 (says the "Chamber of Commerce Journal"). Quebec led in quantity of production with 42,184 gallons. Nova Scotia accounted for 30,620 gallons and New Brunswick for 18,218 gallons. The marketed value of the oil was slightly more than \$83,000. In addition to the medicinal oil, there was also produced a total of nearly 170,000 gallons of cod-liver oil for other uses; most of it was exported to the United States.





Letters for this section should be written on one side of the paper only. Correspondents may adopt an assumed name for purposes of publication, but must in all cases furnish their real name and address to the Editor.

### A Sequel to a Meeting

SIR,—I do not think your readers are in the least concerned about Mr. Clarke or Mr. McNeal, and the vanity of personal leadership has evidently entered into Mr. McNeal's head before it has into mine. A man's action can only be rightly judged when his motives are known. Mine is a single-purpose one, and I am viewing it through no other spectacles. I am more concerned about the vital issues than personalities. . . . I have no desire for new parties, and that is one reason I have for entirely refusing to be drawn into the Optical Group of Messrs. McNeal and Laws; it may be all very clever, but such tactics do not appeal to me. Mr. Hugo Wolff's letter is particularly welcome at this point; but I do not think any reasonable pharmacists are talking about setting up a new organisation in the strict sense of the word, and if Mr. Wolff will also read through my resolution he will find the essence of his proposals therein. Mr. Wolff makes no mention of what is to be done regarding the Bill, for even a strong protective body will be of little use to us unless in the meantime the R.P.U. can be urged to act independently of the Society in regard to the possible action required. Pharmacists expect a very much stronger stand to be taken now, and at once, and if the proposed watch committee can be set up there is no need for counter-organisation. The Society has let us down badly; and if the general body of pharmacists are prepared to accept the present position without fighting to alter it, then they deserve the worst that can happen to them.

Yours faithfully,

FRANK E. S. CLARKE.

Newport, Mon.

SIR,—We have received a circular letter from Mr. McNeal inviting us to join the British Pharmaceutical Association. But as an outcome of the recent protest meeting in London two associations have come into being to champion the cause of the poor struggling chemist, who sees in this Bill before Parliament not only loss of business but additional money burdens and "red tape" worries. Before adding to our already heavy subscription list and joining yet another association, we would like to learn exactly what each of these two associations is attempting to do.

Yours faithfully,

P. HILLMAN ATTWELL.

Cranleigh.

### A Call for Unity

SIR,—While agreeing with Mr. Hugo Wolff and "Scrapper" that disunity is deplorable, I cannot escape the fact that it is largely through the official leaders of pharmacy that we have come to such a state. Such opposition as exists has become strong through attempts at repression, through secrecy and through a desire to avoid the fair criticism which chemists are entitled to from upon the projected legislation. To ask us now to fall in behind leaders who clearly do not believe that their own amendments in Bill "B" will be accepted is to ask too much. The leaders are preparing to surrender, so unity in surrender we will not have. To agree to unnecessary inspection of its members in order to coerce those members into paying large fees under the bludgeon of an Act of Parliament is as transparent a piece of honesty as one could desire. Mr. Hugo Wolff breaks in to prophecy, *re* the British Pharmaceutical Association. A dangerous business, prophecy, though not as dangerous as it was 2,000 years ago. The Asso-

ciation appears to be kicking quite lustily; it will probably kick away a sham or two in its progress.

Yours faithfully,

LANCASHIRE (25/2).

SIR,—I welcome Mr. Hugo Wolff's letter in your last issue as a breath of fresh air in pharmaceutical affairs; and it will be a great thing accomplished if the R.P.U. can be reorganised to function as a body representative of the whole of the qualified men, which at present no body does, and so act as the watch-dog of pharmacy, as jealously as does the B.M.A. for the medical profession. I feel, however, this does not quite meet the present case, which is the immediate menace to pharmacy of the Bill now before the Lords. For the R.P.U. cannot be reorganised sufficiently soon to deal with that problem, so that it is probably necessary, not to set up a new organisation, but to have a committee set up to organise opinion hostile to the Bill, and to devote itself exclusively to the protection of chemists' rights now threatened by it, which even the Council's proposed amendments do not cover. The extension of the facilities for the sale of poisons by unqualified vendors, and the legal increase of such vendors, must be fought to a finish in the chemists' favour, and there are other points that need fighting.—Yours faithfully,

WILFRID LEAN.

Burton-on-Trent.

### What of the Outlook?

SIR,—Events are now shaping themselves in such a way that chemists and druggists generally, and members of the Pharmaceutical Society in particular, ought to be able to see for themselves what is likely to happen if the Pharmacy and Poisons Bill should become law, either as it stands or with such modifications as may follow adoption of the amendments proposed by the Pharmaceutical Council. In either case the old voluntary representative body will have ceased to exist, its place being taken by an enforced union of persons registered in order that they may secure recognition as sellers of poisons. They may, or they may not, be all included in the class of pharmaceutical chemists; and they may, or they may not, by such inclusion secure exemption from jury service. Instead of regulations for the storage and handling of scheduled poisons being drafted by those representing us, who have a sympathetic understanding of the difficulties of our position as well as what is needed in the public interest, there will be rules promulgated by the Home Secretary, dictated in the spirit that has tended to make the handling of so-called "dangerous" drugs little short of a nightmare. Many articles, the sale of which is now restricted in the public interest to chemists and druggists, may be included in a list of poisons that any unqualified shopkeeper will be entitled to sell if it is thought worth while to do so. And we shall always be liable to the risk of removal of our names from the official register for offences which we may never have committed, since the power of deregistration will be one that can be invoked against us if any of our assistants commit offences unknown to us, and even contrary to our definite instructions. The moral to be drawn is that more oppressive conditions may be expected to prevail in future, and that we shall no longer be able to rely upon the Council of the Pharmaceutical Society to protect us as we have a right to expect. Acceptable amendments that may render tolerable the proposed additional burdens upon us are hardly likely to secure acceptance, but without them the Bill ought not to be allowed to pass. Uncertainty upon the subject prevails, but that simply points to the advisability, if not the necessity, of having in existence a Pharmaceutical Watch Committee, prepared to take action on our behalf at a moment's notice. It also appears desirable to accustom ourselves to the idea of possibly having to seek protection against future proceedings by the Pharmaceutical Council, and so we come to the point of having to face the prospect of supporting another association, that shall have as its most important function the protection of the business interests of chemists and druggists.



This will mean to ardent supporters of the Pharmaceutical Society a most decided wrench; but if our chief representative body is converted by legislative action into something quite different from what its creators intended and what our business needs require, we must in self-defence make other arrangements for safeguarding our interests. On this point, there may be appeals to our sense of loyalty; but loyalty to pharmacy is of greater importance than loyalty to the Pharmaceutical Society. The best interests of our profession and business are not to be conserved by slavish adherence to any fetish, such as loyalty to an organisation may easily become, and it behoves us therefore to be on the alert to take any necessary precautions that the course of events may dictate as fitting.—Yours faithfully,

PHARMACEUTIST (23/2).

### Draft Pharmacy and Poisons Bill

SIR,—It must be tacitly recognised that pharmacy cannot retain a legal hold upon the distribution of each and every type of poison, scheduled or otherwise. Commercial conditions, backed by powerful financial and representative interests, are in this era not susceptible to minor trade interests; and pharmacy must be prepared to accept willingly the distribution of medicinal poisons and the dispensing of the same as its own particular share, admitting a condition which will permit under proper safeguards the sale to the public of agricultural and horticultural poisons—which in actual fact has already passed beyond the possibility of being retained by pharmacy. Pharmacy would thus occupy a position in this matter midway between the medical man and the vendor of agri-horticultural poisons, with the possibility of benefiting by this intermediate status. I submit there is much, very much, in the proper exploitation of this status. For many years I have advocated one qualification only for pharmacy, that of pharmaceutical chemist: my sole reason is that it is a differentiating title, which would be publicly useful and would save entrants into the calling from the necessity of too much examination. The standard even now requires scrutiny, but this is merely an academic detail easily capable of settlement by all interests concerned. The registration of pharmacists and pharmacies under the terms of the Bill will achieve at once the restriction (and probably the elimination) of illegitimate practice of general pharmacy from which the registered man suffers much. It will go even further, in association with the accompanying definition of what constitutes wholesale trading, by protecting him from some considerable competition with great wholesale houses, who may be said to enjoy at present an almost open field in this particular. Inspection of pharmacies need not be a bugbear, where any systematic and sound system of storing poisons is carried out. I plead with my fellow pharmacists to accept and hold "poisons for the pharmacist," and to honour the civic and legal duties which this social position calls for. In this rests much strength. There is, however, one matter about which it is permissible to cavil. This is the relatively small proportion of pharmacists who will hold places on the statutory committees. Is this an indication of official predominance, incidentally paving the way for first-hand Government direction of pharmacy as a calling? The supervision and control of apprenticeship may have many salutary effects. One has only to see, unfortunately, the many instances of lack of training in the assistants of to-day when they come into the arena of practical dispensing in a good-class pharmacy. Dispensing should be not "an" but "the" art to every pharmacist. Finance and cost always make a contentious background in legislative matters. The gratuitous services which the Pharmaceutical Society has rendered to the State over a long series of years in administering the Acts of Parliament under its control will cease, and with less money call it may be possible to develop other matters of an educational or scientific kind for the general weal of the public. In this respect pharmacy can and will do much.

I am, etc.,

FRANK ENGLISH (23/2)

SIR,—From the report of the delegates' meeting it would almost seem that our leaders in pharmacy are more anxious to avoid offending the members of the medical profession than they are to advance the interests of the members of their own. As one of the thousands of pharmacists with small businesses—many of whom, I am sure, must feel as I do—I can see nothing of benefit for us in the Society's proposed Bill. I can only see an ever-increasing load of worry. As qualified pharmacists keeping open shop and quite unable to pay a qualified assistant, we are constantly at the grindstone from Sunday morning till Saturday night. The grocer, the confectioner, the draper, the co-operative society, sell cough mixtures, emulsions, tincture of iodine, toilet preparations, and a hundred other items which are our legitimate lines; but our worst competitor is the doctor, who encroaches on what ought to be our sole prerogative—the dispensing of medicines for the public. A properly informed public opinion would, I am convinced, support us in our claim that we, and not the doctor, should do this work. The man who dispenses a patient's medicine should not be the same man who signs his death certificate. In a mining village with a population of from 3,000 to 4,000, where a pharmacist might reasonably expect to make a decent living, what does he find? He finds that the population consists essentially of 1,000 insured miners with their wives and families. He finds that the doctor is paid—over and above the insurance fee—4d. per week per worker to cover the cost of medicine and attendance for the worker's wife and family. That is, the doctor is being paid £1,300 or £1,400 a year for attendance on the miners and for medicine and attendance for the miners' wives and families. What does the pharmacist get? Probably £60 or £70 a year for supplying and dispensing the drugs prescribed on N.H.I. prescriptions. To make a living he has to sell anything and everything he can. I am convinced there can be no improvement in pharmacy for the majority of pharmacists till a determined fight has been made for their right to do the nation's dispensing at a reasonable rate of remuneration even at the risk of offending the Medical Association. If we cannot divorce the practice of pharmacy from the practice of medicine we should see to it that doctors' dispensaries are subject to as rigorous an inspection as that proposed for our pharmacies. Not very long ago I took stock in two dispensaries at the request of the doctors who owned them. There was not a stamped measure in either, the dispensing balances were of the type sold mostly for weighing photographic chemicals. Poisons were cheek by jowl with non-poisonous preparations. On the whole, I should think that doctors' dispensaries have a much more urgent need of inspection than the majority of pharmacies. Is it too late to hope that something can yet be done to get us the only thing that will increase our status in the community? Personally, I am not much concerned about "status"; but having served an apprenticeship to pharmacy and having scrimped and saved and worked to qualify, I would like to feel that I was living by pharmacy.—Yours, etc.,

PHARMACIST—PERHAPS! (25/2).

### Advertising the Medical Profession

SIR,—I should like to draw the attention of yourself and my fellow-chemists to another instance of the way in which we allow ourselves to be treated by various wholesale firms. I presume that a book of which I am thinking will largely be distributed to the public over the chemist's counter, and yet in my opinion it is a work entirely derogatory to his own interests, and, in fact, slighting his professional services in the eyes of the public. As is usual in works of this kind, there is plenty of praise and advertisement for our worthy friends the general practitioners. The book is full of this sort of thing, exhorting the public to pin their faith in the medical man only, with not a word of praise for the chemist. The remedy for this sort of treatment rests with ourselves.

Yours faithfully,

DISGUSTED (24/2).

## Dispensing Notes and Difficulties

### Bromide and Dilute Acid

SIR.—The following prescription is causing considerable trouble, and I should be glad of your opinion. The doctor says he has dispensed it without decomposition. I consider it to be incompatible. Your opinion would be very much appreciated.

Yours faithfully,

E. S. (10/1).

Sodii bromidi	...	...	3ij.
Quininae sulphat.	...	...	gr. viij.
Acid. nit.-hydrochlor. dil.	...	...	3ij.
Tr. gelsemii	...	...	
Tr. belladonnæ	...	aa.	℥.80
Aquam	...	ad	5viij.

[Dissolve the quinine sulphate in a mixture of the acid in two ounces of water. Dissolve the sodium bromide in four ounces of water, and mix the solutions. Add the tinctures and make up to eight ounces with water. The dilution of the acid is too great to affect the quinine beyond dissolving it, or to decompose the sodium bromide. Mucilage of tragacanth is an unnecessary addition. Two mixtures made four weeks, one with mucilage of tragacanth, and the other without, were equally satisfactory at the end of that period. A reaction which might occur with concentrated acids does not necessarily take place when diluted thirty times, within a reasonable time. We should consider the mixture above a very reasonable one, and quite safe, to dispense.]

## Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for, and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

*Kensitas* (10/28).—PRESCRIPTION PRICE.—The following is the method of pricing the prescription according to THE CHEMIST AND DRUGGIST costing system:—

Formalin (40 per cent.)	...	...	3 dr.	1.0
Tr. krameriaë	...	...	1 oz.	8.0
Spt. chloroformi	...	...	1 oz.	8.0
Ol. gaultheriæ	...	...	½ dr.	2.0
Ol. bergamot.	...	...	½ dr.	3.0
Spt. vini rect.	...	...	to 4 oz.	40.0
Container	...	...	...	2.0
Fee	...	...	...	8.0

Charge 6s.

72.0

*J. S.* (10/28).—GUT PRESERVER FOR TENNIS RACKETS.—A varnish made with sandarac, shellac, methylated spirit and half an ounce of castor oil to the pint is excellent for this purpose. Brush it all over the gut. The rackets are ready for use in a very short time. White hard spirit varnish or copal varnish is also employed. The former may be used undiluted or mixed with an equal volume of spirit, while the copal varnish is, we are informed, used undiluted.

*H. R. G.* (13/28).—AQ. MENTH. PIP. CONC.—Emulsion menthæ piperitæ could be adjusted to meet your requirements:—

Oil of peppermint	...	...	10
Tincture of quillaia	...	...	5
Distilled water	...	...	to 100

Dose: 5 to 20 minims.

This is used for stock mixtures where it is desirable to effect an economy in alcohol.

*J. W.* (22/1).—LAXATIVE TABLETS.—These are 15-grain tablets containing 1.5 gr. phenolphthalein in a sugar-chocolate base. They contain also a little bismuth and all the usual elements of vegetable ash; but there can be very little bismuth, as the total ash is only 2.5 per cent., most of which should be due to the chocolate.

## Legal Queries

*S. C. R.* (31/1) closes his shop every Saturday at 1 p.m. If all his assistants are allowed a half-holiday on that day, will he be permitted to keep his shop open? [The Shops Acts require that the shop shall be closed for the serving of customers after 1 p.m. on one week-day in every week. If a Closing Order is in force in the district, the early closing day must be either Saturday or the day specified in the Order; otherwise, the shopkeeper can close early on whichever day he pleases.]

*J. D. D.* (6/2).—The labels enclosed with your letter comply with the recent conditions regulating exemption from medicine-stamp duty of "known, admitted and approved" remedies. The disclaimer, however, should read "no proprietary rights are claimed in the preparation of this medicine" and not in the terms used on your labels. With regard to the label for the cough mixture, in order to comply with the provisions of the Labelling of Poisons Order, the exact proportion of each scheduled poison must be specifically stated.

*J. D.* (6/2).—An "entire drug," i.e., a chemical compound or a drug supplied *per se* without any admixture whatsoever, is outside the Medicine Stamp Acts. An entire drug may bear an ailment name, may be recommended for ailments or proprietary rights may be claimed, without incurring liability. The preparation you mention is not an "entire drug" since it contains an excipient, but as a "known, admitted and approved" remedy it may be sold unstamped by chemists. On the other hand it must be stamped when sold by grocers, etc. If a registered trade mark is applicable to an individual preparation only, this is an ostensible claim to a proprietary right in the article and would render it liable to medicine-stamp duty.

*G. H. S.* (11/2) saw an advertisement stating that a pharmacy was for sale. He saw the owner and was told that the business had been open for six months and that the average turnover was £10 a week. He has not signed an agreement; but he verbally agreed to buy the business, paid a deposit of £20 and took over the premises. He has since discovered that the business was started only three months ago and the takings appear to be far less than the amount stated by the last owner. What should "G. H. S." do? [His first step should be to consult a solicitor. It seems probable that he has the right to repudiate the agreement and claim the return of his deposit upon the ground that he was induced by misrepresentation to purchase the business.]

## Retrospect of Fifty Years Ago

Reprinted from

"The Chemist and Druggist," February 15, 1881

### Death of a Centenarian

The Northern papers report the death of Mr. George Preston, of Latchford, Warrington, at the wonderful age of 108. Mr. Preston had been in business at Warrington as a chemist and druggist until about the year 1860, since which time he has lived in close retirement in a house which, with several others, he had built, and named after himself, "Preston Place." A local paper states that, "as far as can be ascertained," he first came to Warrington in 1803, when he established himself in a chemist's shop in Bridge Street. He is said to have been married four times, and has had a large family, his eldest son being now nearly seventy years of age. Mr. Preston, like most persons who have attained a phenomenal age, was a man of extremely abstemious habits; but, strange to say, he never at any period of his life took much exercise. Considering his great age, he had, up to the last, few infirmities. His memory was excellent, and he was able to read print without glasses.





[Commenced C. & D. July 5, 1924]

**Thorium.** Th=232.12, is a metal occurring in monazite and thorite, discovered by Berzelius in 1828. It is a grey, amorphous mass, which burns in air to thorium oxide. Thorium is radio-active and disintegrates into a series of elements. Thorium oxide is an infusible, white, amorphous powder, and forms largely the white ash of incandescent gas mantles. Medicinally it can be used to replace bismuth subnitrate in taking x-ray photographs.

**Thyme Oil.**—French thyme oil, which is the most valued oil of thyme, is distilled from the fresh flowering herb, *Thymus vulgaris*, in the mountains of the South of France. This oil has the following characters:—Specific gravity, 0.900 to 0.935; optical rotation,  $-0^{\circ}$   $30'$  to  $-4^{\circ}$ ; refractive index, 1.4800 to 1.4950; phenols, 20 to 40 per cent. The phenols are, in the main, thymol mixed with a small amount of carvacrol. In commerce the oil exists in two varieties, red and white. The red oil is so coloured by contamination of traces of metals, chiefly iron, from the stills and condensers used. The white oil is obtained by suitable rectification in vessels in which there is no contact with iron. It used to be quite common to adulterate pale red oils with huge quantities of turpentine oil in order to produce a "white oil." These oils are not found often on the market to-day. Spanish thyme oil is a commercial article, up till recently distinguishable by its high phenol content, consisting mainly of carvacrol, and having the following characters:—Specific gravity, 0.928 to 0.953; optical rotation,  $+2^{\circ}$  to  $-4^{\circ}$ ; refractive index, 1.5025 to 1.5115; phenols, 50 to 75 per cent. The character of these phenols was found to be variable, and at times to be rich in thymol, causing considerable speculation as to the actual species from which these oils were obtained. E. M. Holmes proved that the plant mainly responsible for the oil containing phenols which were almost wholly thymol was *Thymus zygis*, var. *gracilis*. Curiously the species has a variety, *Thymus zygis*, var. *floribunda*, which yields an oil almost free from thymol. The oil containing carvacrol is probably distilled from more than one species of *Thymus*, including *Thymus vulgaris*. There are at least two dozen species of *Thymus* occurring in Spain. *Thymus zygis* is common almost throughout Spain and Portugal, occurring in oak and other woods, and many other places. The species is very similar to *T. sylvestris* and *T. vulgaris*, but may readily be distinguished by the comparatively large white hairs or cilia at the bases of the leaves. *T. zygis* var. *gracilis* differs from var. *floribunda* in its simple branching habit. The linear leaves have their margins incurved to the midrib. In var. *gracilis* all the clusters are practically sessile in the axils of the bracts, but in var. *floribunda* the lower clusters are raised on quite long stalks. On distillation of 4.63 kg. of the flowering tips of *T. zygis* var. *gracilis*, 48.50 grams of essential oil were obtained. The oil had a light greenish-orange colour with a characteristic odour of thyme oil. On analysis it yielded 74.11 per cent. of total phenols, and 51.18 per cent. of crystallisable thymol. A sample of oil of *T. zygis* received direct from Barcelona was distilled for comparison and gave 73.18 per cent. total phenols and 48.68 per cent. thymol. *Thymus mastichina*, the so-called wild marjoram of Spain, yields an oil of a pale yellow to yellowish-green liquid, having the following characters:—Specific gravity,  $20^{\circ}$ , 0.907 to 0.945; refractive index,  $28^{\circ}$ , 1.4630 to 1.4654; optical rotation,  $-0.7^{\circ}$  to  $+4.5^{\circ}$ ; solubility, sol. in from 5 to 30 vols. 70 per cent. alcohol. At  $710\text{ mm.}$ , the following fractions were obtained:—Between  $85^{\circ}$  and  $110^{\circ}$ , 3.1 per cent.;  $110^{\circ}$  and  $160^{\circ}$ , 3.65 per cent.;  $160^{\circ}$  and  $170^{\circ}$ , 23.1 per cent.;  $170^{\circ}$  and  $180^{\circ}$ ,

36.9 per cent.;  $180^{\circ}$  and  $195^{\circ}$ , 17.4 per cent.; residue, 25.9 per cent. The oil has the following approximate composition:—*d*-pinene, 7 to 8 per cent.; eucalyptol, 64 to 72 per cent.; phenols, less than 0.1 per cent.; ketones, less than 0.1 per cent.; esters, 4 to 6.5 per cent.; and free alcohols, 8 to 14 per cent. Oil obtained by steam distillation of the dried plant of *Thymus striatus*, of Italian origin, on a yield of 0.342 per cent. of a pale lemon oil, had the following characters:—Specific gravity, 0.9181; refractive index, 1.4937 at  $24^{\circ}$ ; optical rotation,  $-4.3^{\circ}$ . The oil contained 30 per cent. of thymol, about 9.5 per cent. of alcohols, 3 per cent. of esters and hydrocarbons consisting mainly of cymene. *Thymus capitatus* yields an oil with a specific gravity of 0.900, containing both thymol and carvacrol. A sample of this oil from Sicily had the following characters:—Specific gravity, 0.950; optical rotation,  $-0^{\circ}$   $53'$ ; refractive index, 1.5048; acid value, 3.5; ester value, 3.5; phenols, 67 per cent. The phenols consisted almost entirely of carvacrol.

**Thyroxine.**—An active principle obtained from thyroid glands, containing "not less than 63 per cent. of iodine" (U.S.P. X). It was isolated by E. C. Kendall in 1917 at the Mayo Clinic, U.S.A. In 1926 C. R. Harrington effected the synthesis of thyroxine at University College, London, after costly research. The stages by which this was accomplished were explained by Professor G. Barger (*C. & D.*, 1926, II, 181; 1927, II, 700) at a conference of industrial chemists in London and in a lecture to the North British Branch of the Pharmaceutical Society. Thyroxine is obtained in white or yellowish, odourless, needle-like crystals. It is stated not to be present as such in thyroid glands. It is insoluble in water and almost insoluble in alcohol, but soluble in solutions of alkaline hydroxides and in alcohol acidified with a mineral acid. The U.S.P. gives an assay process. The dose is from 0.2 milligram to about 1.5 milligram; according to the U.S.P., the average dose is  $\frac{1}{125}$  gr. Thyroxine is believed to represent the therapeutic activity of thyroid (q.v.), in the ratio of 1 to 1,000 of dried gland.

**Ticket Writing.**—Unless the chemist or one of his assistants has special abilities in the direction of hand-lettering, it is advisable to avoid the use of hand-written price tickets, for, if the figures are not neat and quite legible, mistakes may arise and unpleasant consequences result. Figures must be so written that there is not the slightest possibility of dispute. Some knowledge of typography is a decided asset to the ticket writer, for it enables him to vary his styles and sizes of both tickets and letters to the proportions of the goods. Quite good effects can be obtained by the use of a stencilling outfit. One such outfit specially intended for shopkeepers who write their own showcards and price tickets is so constructed that half a letter is stencilled at a time and then by a special movement of the stencil plate the other half is completed and the breaking of the outline of the letter by crossbars thus avoided. Tickets produced in this way have the appearance of extremely neat free-hand written tickets, and no suggestion of having been stencilled. In high-class districts it is advisable to keep the price markings as small as is compatible with legibility. Some chemists find it a good plan to have all prices typewritten, and then cut out extremely small and pasted on the articles displayed. Pins and struts for affixing the hand-produced showcards may be obtained in 1,000 lots. For hand-figuring it is generally advisable to procure a special pen. Boxes of cards of assorted styles covering a wide range of strokes for smooth and rapid work can be obtained for a few shillings. Coloured boards specially produced for ticket-writing may be procured in a wide range of qualities from cardboard manufacturers in varied quantities. See "Price Tickets."

**Til (teel).**—The Indian term for gingelly, or *Sesamum indicum*, the sesame of commerce.

**Tills, Cash.**—Cash tills differ from cash registers in that they do not automatically record the amount of cash tendered and the value of the purchase (see Registers, Cash). The word "till" means literally a drawer that



## The C.&D. Commercial Compendium

can be pulled in and out, and with the modern cash till the outward movement of the drawer is controlled by the operation of a handle which as it ejects the drawer also moves up one space a length of paper on a roller in the till, upon which has been entered particulars of the purchase. It is customary where cash desks are employed to have the till about 9 in. below the level of the paying-in desk, above which is a grille or plate-glass panel, leaving a narrow space of about 2 in. for the tendering of the cash. This renders the till quite inaccessible from outside the desk, for the open space leaves only room for the open hand to be passed through, and thus makes it impossible for the fingers to close over any loose coins, and a second safeguard is provided by the till being quite out of reach. Cash tills are usually provided with two turned bowls inside for silver and coppers respectively, and deep partitions for £1 and 10s. bank notes, cheques, and so on, or, alternatively, flat compartments in which they are held flat in the bottom by a spring trap. Some modern improvements in cash tills include:—The introduction of a second till roll independently operated for the recording of goods required to be recorded for stock, goods sent out on approval, returns, and any other transactions normally left unrecorded; a combination desk and till for counter use, with a glass screen in front with or without payhole, or, alternatively, a shallow showcase fitted with shelves for the display of small articles; a coin and/or note exhibitor attachment which reduces the likelihood of dispute as to the amount tendered; a multiple drawer till (made with two, three, four, or six drawers) in conjunction with record paper ruled in separate cash columns, this enables a dissected record to be kept of each assistant's work, and also ensures that any discrepancies will be traced to the party responsible.

**Time.**—The unit of time in the British system (as in the metric) is the mean solar second, the 86,400th part of a mean solar day. (See Day.) The actual solar day is not the same as the mean solar day, owing to the eccentricity of the earth's orbit and the fact that the earth's axis is not perpendicular to the plane of its orbit, making the interval between two successive transits unequal. (See Seasons.) The use of the rotation of the earth as a measurement of time is not without objection, as the mean solar day is gradually becoming longer owing to the slowing down of the rotation of the earth. The expediency of having permanent standards has been acknowledged, and their adoption practised in every civilised country. The present calendar was established by the Calendar (New Style) Act, 1750, amended by the Calendar Act, 1751. (See Calendar.) The Statutes (Definition of Time) Act, 1880, provides that for various legal purposes expressions regarding time are to be regarded as referring to Greenwich time; but it has been held that "sunset" is not a term within the meaning of this Act. Any Act passed since January 1, 1890, and any statutory rule or order made under such an Act, is deemed to come into operation on the expiration of the day prior to that on which it is ordered to come into operation. When a "reasonable" time is given in an agreement or order for anything to be done, the question (if any arises) what is a reasonable time must depend on the circumstances of the case, and will probably be a question of fact in the event of legal proceedings following.

**Time-Saving Devices.**—Quick service is essential in all departments of the modern business, and it behoves the retailer to keep himself informed on all classes of equipment likely to speed up work without impairing efficiency. Fittings which combine storage with display facilities and make stock easily accessible, should be employed throughout the shop. Modern cash tills or registers will reduce time in change-giving. Wrapping-paper holders with cutting attachments will provide the exact amount of paper required, and eliminate the waste of time involved in pulling out and cutting down odd sheets. Gunned-tape sealing machines with brush-moistening devices are quicker than string for small packages. Show-card and ticket printing machines will produce the

window display aids in half the time formerly taken by hand. In the works, the warehouse, and even in the large retail pharmacy, hand-propelled trucks with removable platforms, which enable the goods to be piled up ready for removal from stockroom to van, or from store-room to shop, merely by levering the platform on to the truck, will save the time involved in the ordinary transfer by hand. Facsimile printing or duplicating machines, addressing machines, and postal frankers or stamping machines, reduce considerably the time factor in circularising. Delivery bicycles or tricycles will enable a larger delivery round to be completed in a given period each day. A card index in the dispensary will save the time involved in looking up the prescription book. An alphabetical wants indicator, and a stock-taking pad will simplify stock control and reduce the time spent in checking and stocktaking. A scribbling pad, on a side recess, upon which local medical practitioners, thus encouraged to look in in passing, can write their prescriptions quickly without waiting for the pharmacist's personal attention, is a time-saving amenity which more pharmacists might advantageously instal. Office work will be speeded up by the use of a type-writer even for the pharmacist with no experience of these machines, for they save the time spent in copying orders and correspondence. A simple copying press is the next best thing. The use of collapsible stands, and adjustable shelving in the window is the best means of eliminating waste time in dismantling and re-dressing a window. Window reachers with patent clips enable goods to be removed quickly from the window without loss of time in moving backgrounds and other articles in their vicinity. A wrapping bench or specially assigned space on the counter kept clear for the purpose prevents delay in the packing and securing of customers' purchases. A portable electric lamp attached to a long length of loose flex which can be carried quickly to the topmost shelf or darkest corner in the shop, storeroom, or dispensary, saves waste of time in stocktaking or in searching for records or for unusual stock placed out of immediate reach.

**Tinder.**—Amadou, touchwood, spunk, surgeon's agaric, *Boletus chirurgorum*, are names for a soft absorbent substance prepared from the *Tinder Fungus*, *Polyponis fomentarius* (L.), Fries, (*Fomes fomentarius* (L.), Fries, growing on beech, oak, elm and mountain maple in Britain and the United States. The sporophores of the fungus are shaped like hares' feet, or reversed brackets, six to ten inches across. The upper side is brown, velvety and smooth, composed of short tubular fibres compactly arranged in layers of concentric zones. There is no taste or odour. The tinder is prepared from the central part of the thick sporophore by removing the rind or bark, cutting the inner portion into slices and beating them with a hammer until they become soft and pliable and easily torn by the fingers. The result is a light, white, spongy, friable mass not easily pulverised. A kind of spunk or tinder is further prepared by steeping the material in nitre solution and drying. *Polyponis officinalis*, Fries, white agaric, found on old trunks of the European larch, *Larix sibirica*, Ledebœn, and other coniferous trees, also afford surgeons' tinder. Hanbury says this fungus, during the Middle Ages, was exported from Asia Minor, but later it came from Northern Russia. *P. ignatus* (L.) Fries, the agaric of the oak and *P. marginatus*, Fries, also yield similar products. In former times the privilege of collecting these fungi was rented out and was regarded as a source of forest revenue. The tinder is an old-fashioned remedy. It was used with the help of steel and flint for producing flame. It was also employed by surgeons for arresting hæmorrhage in cut wounds, being applied with pressure, like lint: the action is mechanical, by absorbing the blood and promoting coagulation. Larger pieces were manufactured into caps, gloves, vests and hose. In India, the jack-tree fungus (*Agaricus ostreatus*, Jacq.), called phana-samba, is used as tinder. It is a dark, snuff-coloured fungus, growing on stumps of old jack trees. The agaric is ground to a paste with water and applied to the gums.



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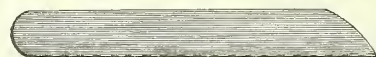
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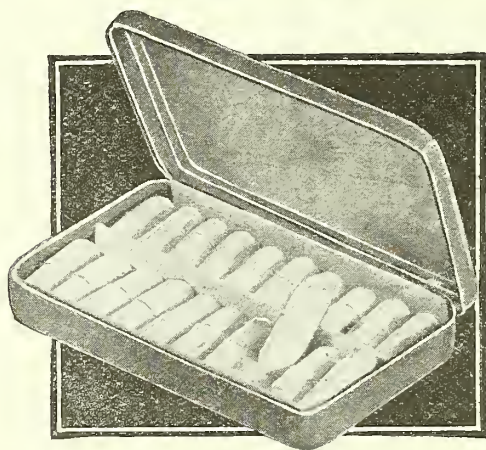
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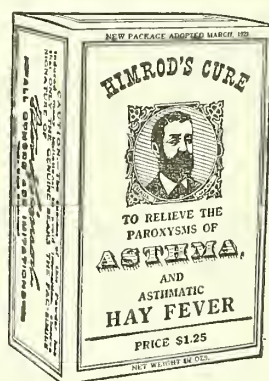
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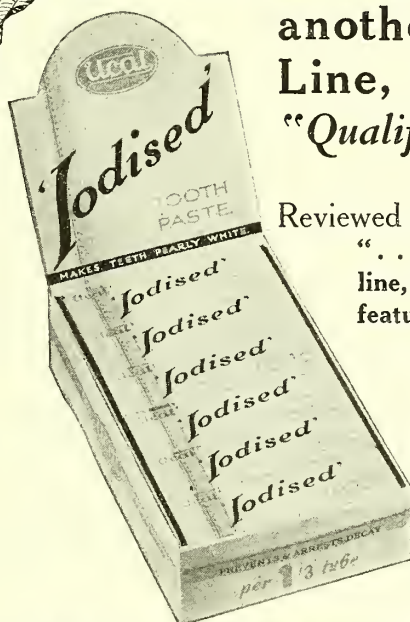


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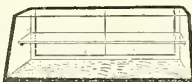
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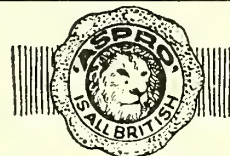
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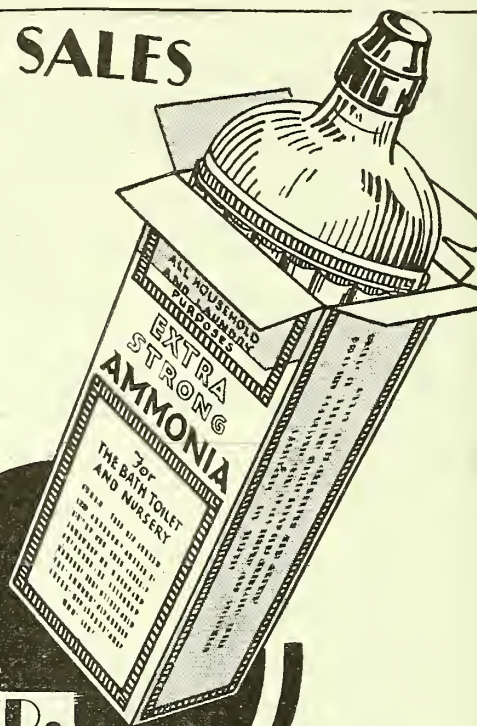
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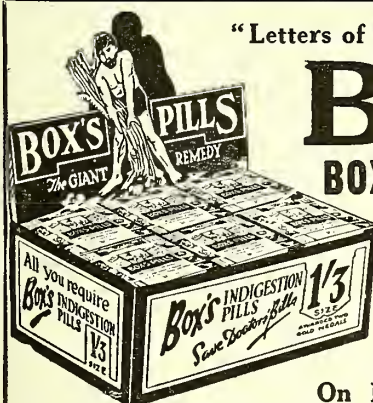
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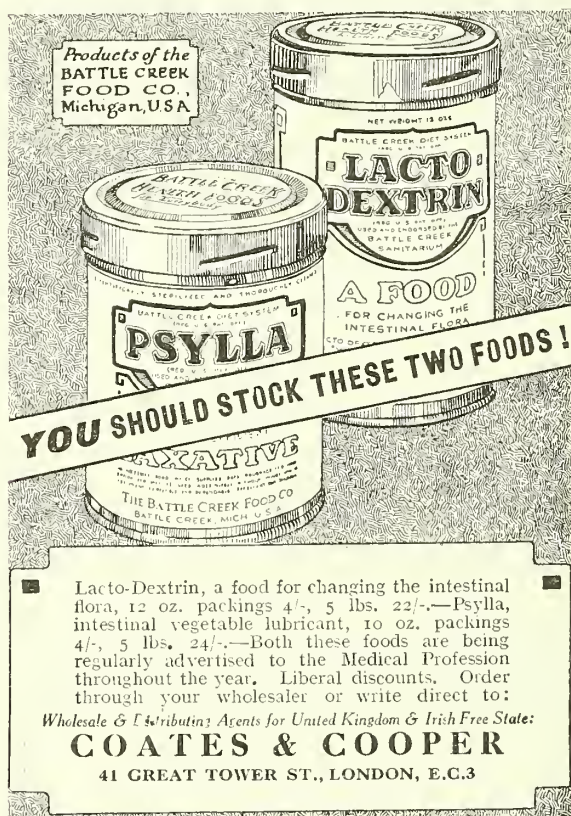
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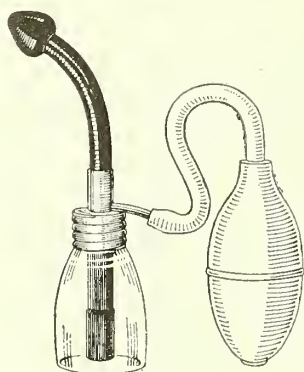
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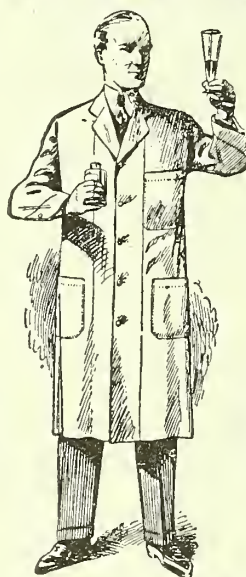
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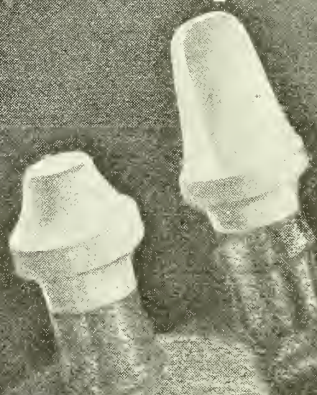
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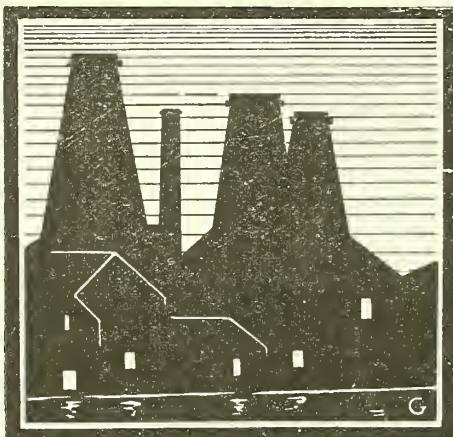
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2 "	3/- " at 30/- "	3 0 0	3 12 0
		5 2 0	
Less 10/6 for Window Show		10 6	
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### Monthly Account.

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### REVISED WINDOW DISPLAY TERMS

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3 Dozen	@ 12/11	£1 18 9	£2 14 0	15 3	28.24%
6 "	@ 12/6	3 15 0	5 8 0	1 13 0	30.55%
12 "	@ 12/3	7 7 0	10 16 0	3 9 0	31.94%
			2/6 Size		
3 Dozen	@ 21/4	3 4 0	4 10 0	1 6 0	28.88%
6 "	@ 20/9	6 4 6	9 0 0	2 15 6	30.83%
12 "	@ 20/4	12 4 0	18 0 0	5 16 0	32.22%
		MIXED CASES			
3 Dozen	1/6 size	@ 3 0 0	4 4 0	1 4 0	28.57%
1 "	2/6 "				
6 "	1/6 "				
2 "	2/6 "	@ 5 18 0	8 8 0	2 10 0	29.76%

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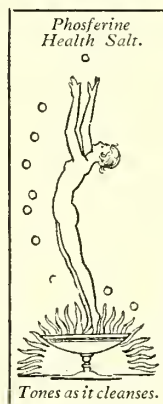
### Cases Free.

### Monthly Account.

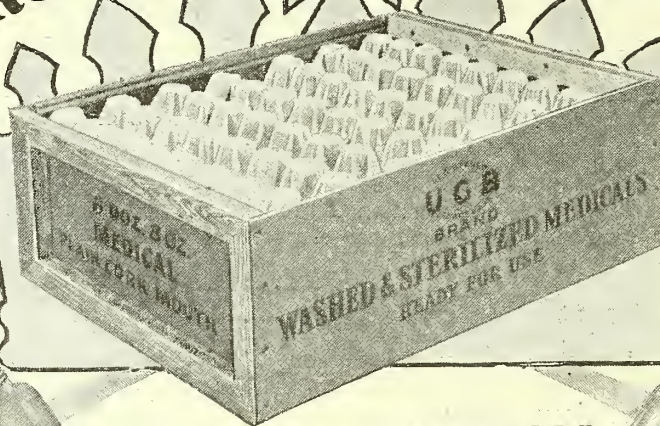
Orders must conform to the above quantities.

PHOSFERINE HEALTH SALT is supplied at the above rates on the following conditions:—1. That a Window Display of not less than 14 days will be given. 2. That the goods will not be offered for sale at less than the full retail price: 3. That the goods will not be exported or sold to be exported outside Gt. Britain and Ireland.

**PHOSFERINE PRODUCTS, Ltd., La Belle Sauvage, Ludgate Hill, E.C.4**



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# THE CHEMIST AND DRUGGIST

## SUPPLEMENT

28 ESSEX ST.  
LONDON, W.C.2

FEBRUARY 28, 1931

*This Supplement is inserted in every copy of The Chemist & Druggist.*

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7.—WEST END.—High-class Retail and Dispensing Business, with Kodak Agency; returns, under management, £1,800, with gross profit 40 per cent.; rent £150; held on lease; terms, valuation of stock and fixtures.

8.—BRITISH POSSESSION.—High-class Retail and Dispensing Business; established over 100 years; returns approximately

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9.—HOME COUNTY.—Light Retail and Dispensing Business; returns last year £1,450; gross profit nearly £500; stock and fixtures worth £600; scope for increase; living accommodation; moderate rent; lease; price for quick sale £800; partnership entertained.

10.—NORFOLK.—Cash Retail and Dispensing Business, with N.H.I. and Kodak Agency; established 100 years; returns approximate £2,500 per annum; double-fronted shop; house over contains five rooms; side entrance; rent £150; new lease; price £700, plus stock and fixtures at valuation.

11.—SOUTHERN HEALTH RESORT.—Excellent freehold premises for sale, occupying a very central position in the main shopping street, with house attached; price required £1,750; £550 cash and the balance on mortgage; further details on application.

12.—EAST MIDLANDS.—Mixed Country Retail Business, with Kodak Agency and Wine Licence; returns £1,000 per annum, with net profit £250; stock and fixtures worth £400; there is a 10-roomed house, with bathroom and beautiful garden; the rates are about £16 per annum and the price asked, to include the property, is about £1,600.

13.—SURREY.—General Retail and Dispensing Business, with Kodak Agency and N.H.I.; returns approach £2,350 per annum; gross profit £875 and net £675; main road position; living accommodation; price required for business about £1,300; vendor also wishes to sell the property, which is worth £1,500.

14.—MORDEN (Near).—Cash Drug Store, with own D. & P.; returns £20 per week, increasing; lady manageress; double-fronted corner shop, fairly fitted and stocked; accommodation comprises four rooms, kitchen and bathroom; room for garage; rent £1 17s. 6d. per week; new lease would be granted; price about £400.

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- 5.—LANCS.—Sound light Cash Retail, in busy main road; returns last year £1,270; net profit over £400; present hands 11 years; good shop with house; own property; lease granted; stock and fixtures worth over £600; price £725.
- 6.—YORKS (Market Town).—Good-class Retail, with Kodak Agency, in prominent corner position; returns over £1,400, under manager; plenty of scope; price £900, or valuation terms arranged.
- 7.—CRYSTAL PALACE DISTRICT.—Good middle-class Cash Business, in main road position; returns £1,750; books properly kept; modern double-fronted shop; well fitted and stocked; price £950; personally inspected and recommended.
- 8.—LONDON (Essex Suburb).—Death vacancy; light Cash Retail, under manager; present returns over £24 weekly, plus N.H.I.; low rent; on lease; nicely-fitted shop and fairly well stocked; price £650.
- 9.—LONDON, S.E.—Profitable middle-class Cash Retail; practically unopposed; returns over £1,000; rent only 15s. weekly clear; on lease; nicely-fitted shop; good stock; price £550 or offer.

## Businesses Wanted.

We have a large number of genuine cash buyers seeking sound businesses in all parts from £750 to £5,000, and cordially invite correspondence. Private register kept.  
Estab. 1870. Telephone: Terminus 3574.

# ERNEST J. GEORGE

Chemists' Valuer and Transfer Agent

TUDOR HOUSE, WALSALL

'Phone: Wal. 3774.

Tel.: Earnest, Walsall.

Quotations for Stocktaking or for Pricing Chemists' Own Stock records supplied without obligation.

Correspondence is invited from prospective purchasers relative to the following businesses for disposal, initial particulars of which are as follows:

- (1) MANCHESTER (SUBURB).—Pharmacy with exceptionally low overhead expenses; net profits approximately £700; large N.H.I. dispensing (about 12,000 scripts per annum); living accommodation available; purchase price approximately £1,500.
- (2) NOTTS.—Turnover, £1,300; net profits, £350; N.H.I. dispensing (approximately 200 scripts monthly); lock-up shop; purchase price £250.
- (3) PORTSMOUTH.—Returns approximately £1,000 per annum, under management, and capable of considerable extension; well situated; purchase price, £1,000, including stock and fixtures, approximately £800.
- (4) BRIGHTON.—Unopposed pharmacy showing rapidly increasing returns; present net profits approximately £5 weekly; N.H.I. dispensing (nearly 300 scripts monthly); excellent position; purchase price approximately £900.
- (5) LONDON, S.E.—Turnover, £1,550; rents, £60; living accommodation; purchase price, £950.
- (6) YORKSHIRE (BUSY TOWN).—Good family business doing over £1,000 per annum, of which income from N.H.I. dispensing is nearly £200; rent, 13s. per week inclusive; stock and fixtures recently valued, £420; purchase price £550; reason for disposing, owner must go South at once.
- (7) GLOUCESTER.—Turnover, £1,550; net profits, £530; living accommodation; rent, £64; purchase price, £925.
- (8) MIDDLESEX.—Average returns, £1,750; good living accommodation; rent, £50; good opening for optics.
- (9) BIRMINGHAM.—Average returns, £1,750; net profits, £400; N.H.I. (550 scripts monthly); rent £50 on lease; living accommodation.
- (10) SOUTHAMPTON.—Average turnover, £1,700; net profits, £400; N.H.I. (300 scripts monthly); rent, £90; good living accommodation; purchase price, £1,100 or near offer.
- (11) BLACKPOOL.—Prominently situated pharmacy for disposal, owing to sudden health disability; quick counter trade; purchase price, £950, representing less than present value of stock and fixtures; turnover, £2,100; rent, £90 per annum on lease.
- (12) SHROPSHIRE TOWN.—Good - class retail business doing over £45 weekly, and increasing; net rental, £115; net profits approximately £550; disposal on valuation basis, plus goodwill.

# The Association of Manfg. Chemists, Ltd.

Business Agency, Transfer & Valuation Department  
Head Offices—Kimberley House, Holborn Viaduct, London, E.C.1 (and at 2 Bixteth Street, Liverpool).

PARKIN S. BOOTH, Valuer.

'Phone: City 1261-23

## BUSINESSES FOR DISPOSAL.

- 1.—LINCS. DISTRICT.—Chemist Business, situate Market Place; quarterly tenancy; low rental; returns have reached £30 per week; now average £10; good reason for disposal; double-fronted lock-up shop; no opposition; price, approximately £500. Further particulars on application.
- 2.—LONDON, N.7.—Old-established Optical Business, combining recently established Pharmacy, held on lease with 14 years to run at a rental of £250 p.a., of which £135 is let on lease; returns £28 per week; very large shop, dispensary and sight-testing room, situate in busy main road; no opposition for some distance. Further particulars on application. (42)
- 3.—MANCHESTER.—Old-established Retail Business for quick disposal; yearly tenancy; rent £150; returns for the last 40 years average over £50 weekly; at present returns are £35 weekly; nicely fitted and good stock; Wine and Spirit Licence; living accommodation. (48)
- 4.—LONDON, S.E.—Acid, Drug and Chemical Business for quick disposal; premises held on weekly tenancy at 14s. per week; returns average £25; stock and fixtures estimated at £500; offers invited. Finest particulars on application.
- 5.—KENT.—Growing district; death vacancy; recently-established Retail Business for quick disposal; lease will be granted, 7, 14 or 21 years, at £78 per annum; rates low; returns £1,100, could be considerably increased; Dentist attends at surgery at side three days a week; large double-fronted shop and room at back; excellent opportunity for young qualified Chemist-Optician; price £925, or near offer. (51)
- 6.—LINCS.—Established Dispensing and Retail Business for quick disposal in important town; 17½ years' lease to run at £200 per annum; returns average £50 per week; very large shop, situate in main thoroughfare; specially recommended.
- 7.—BIRMINGHAM.—General Retail and Dispensing Business, situate in main busy road, for quick disposal; approximate returns £25 per week; double-fronted shop and seven-roomed house over; lease will be granted at £100 per annum; house above could be let at £78 per annum; price for lease, goodwill, fixtures and utensils £450; stock approximately £500. (49)

# CHARLES C. MARSDEN

Chemists' Valuer, Transfer Agent & Stocktaker

29 OAKWELL CRESCENT, OAKWOOD, LEEDS.  
SOUTH YORKS.—Busy town, smartly fitted suburban business, Family Retail, Rexall & Kodak, Av. Net Profit £350, Ret. £1,600, would be more if vendor had good health, splendid modern house and garden. Price £850.  
LEEDS.—Old-estab. business, under manager, plenty of scope for smart man, main thoroughfare of busy suburb, small house, low rent, av. 3 yrs. £1,500 including £500 N.H.I. Price £100. Others at £400, £350 & £300.  
MARKET TOWN.—Light retail and N.H.I., splendid prospects, district rapidly developing, lock-up, no near opposition, S. & F. at V. & Goodwill. About £950. 'Phone: Roundhay 62890.

## BUSINESSES WANTED.

5s. for 50 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

ADVERTISER wishes to purchase good-class Business; turnover £2,000 to £5,000; must have good living accommodation. Full particulars to "M.P.S.", Waterloo, Glasceod, St. Asaph, North Wales.

CASH Business required of turnover from £3,000-£5,000, preferably with living accommodation; London or large town essential; must bear strict investigation. Please give fullest particulars, in confidence. 102/25, Office of this Paper.

DRUG Store or Chemist, with scope for development; neglected not objected to; any other considered if reasonable. Give full particulars in first letter, rent, rates, accommodation, turnover, value of stock and fixtures, etc., to "Rhef," 91 Haslingden Road, Guide, Blackburn.

ORRIDGE & CO., 56 Ludgate Hill, E.C.4, are in a position to introduce immediate cash buyers for Businesses returning over £40 per week, preferably London or Southern Counties.

PRIVATE Chemist will pay 3 years' net profit, plus stock and fixtures, for substantial business in London (minimum turnover £4,500); cash waiting. Apply "Statim," 95/21, Office of this Paper.

WANTED to purchase small Light Retail and Dispensing Business in country district, with living accommodation. State full particulars and price, in confidence. 29/31, Office of this Paper.



# T O M T O M

Telegraphic Address.

THOS. TOMLINSON & SON

ESTABLISHED OVER 70 YEARS.

The Original Chemists' Valuers and Expert Stocktakers.  
46 VICTORIA ST., MANCHESTER. Tel.: Marple 332  
and at 44 FARGATE SHEFFIELD.

## BUSINESSES FOR DISPOSAL.

6s. for 50 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

**BLACKPOOL** (near, growing district).—Splendid opportunity for Chemists to secure modern Pharmacy with company house (9 rooms); established 13 months; returns approximately £700; would double in 12 months qualified hands; N.H.I. wanted daily; scope Optics, Wireless; selling family reasons; price, fittings, etc., £300; stock valuation; properly £1,850 (worth £2,500); mortgage obtainable; particulars to genuine buyers able to interview early. 101/20, Office of this Paper.

**BOLTON**.—Attractive Pharmacy; well fitted; good stock; busy main road; nearest three doctors; Kodak Agency; easy rent; first £275 secures everything. 99/1, Office of this Paper.

**BRIGHTON** (main street).—Pharmacy; turnover £1,450 per annum; long lease; low rent; cash trade. 85 St. Andrews Road, Portslade.

**DEVON** (near sea, busy market town).—Double-fronted corner lock-up Drug Store; easily worked; 12 years' lease; rent £52; no rates; genuine opportunity for young, qualified lady or gentleman; returns last year £790; owner, who has other interests, will accept £300 inclusive for quick sale; details with pleasure. 102/23, Office of this Paper.

**LONDON, S.E.**—Drug Stores, double-fronted shop, situated in busy main road; near doctors; nicely fitted; ideal living accommodation, with vacant possession; splendid opening for qualified Chemist; returns £20 per week, under unqualified management; rent and rates £70 per annum; price for lease, stock, fixtures and goodwill, £850. 99/36, Office of this Paper.

**LONDON, S.E.**—Drug Store; established 30 years; rental £70 per annum; lease 7 years, and renewable for further seven at same figure; living accommodation of 5 rooms; turnover £700; could be trebled by qualified man; middle-class residential neighbourhood; close to panel doctor; price £350. 102/26, Office of this Paper.

**LONDON, E.15.**—Old-established Business; main road; sales £1,100 per annum; has done £1,990; net profit £434 per annum; lease 14 years with option; rent £1; shop parlour and stock room; lease; fixtures, fittings, stock and goodwill £550 for quick sale; chartered accountant's figures; further particulars only on interview. "Honest," 101/11, Office of this Paper.

**MANCHESTER** (South Suburb).—Modern Cash Pharmacy for disposal, with Kodak, Ucal and Rexall Agencies; turnover last year approximately £2,000; price £1,250, includes stock £600 and fittings and fixtures £300; premises will be sold for £1,350, or let on lease. Apply 101/14, Office of this Paper.

**NOTTS.**—Recently opened Pharmacy, good-class district, with no opposition; genuine opportunity for qualified man; terms, valuation of stock and fixtures. 100/7, Office of this Paper.

**SCOTLAND.**—Old-established Business, central Scotland; sum required round £900 or mutual valuation; populous district; ill-health sole reason for selling. Apply Raimes, Clark & Co., Ltd., Edinburgh.

**SOUTH WALES** (Seaside).—Old-established Chemist's Business and freehold premises for sale; unopposed; fine mixed trade, Agricultural and season; good Optical and Photographic connection; large new 20-roomed premises; thorough going lively business; stock £1,500 to £2,000; owner joining large partnership; no agents; price £4,500, cash. 102/7, Office of this Paper.

**SOUTH-WEST ENGLAND.**—Unopposed, established Business in new growing district, showing steady expansion; Kodak, N.H.I.; large shop, with excellent living accommodation; large garage; main road position; good lease at reasonable rental; low rates; turnover £1,100; price for business and fixtures £500, stock about £250; this is an excellent proposition open to every investigation; owner is selling for reasons in no way connected with the drug trade. Write 103/1, Office of this Paper.

## JOHN BRIERLEY, F.N.A.A.

CHEMISTS' VALUER AND TRANSFER AGENT,

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EXCELLENT PROPOSITIONS

Your opportunity to secure a first hand business

Splendid selection, all parts, £350 to £4,500.

Genuine Buyers write me. I specialise Tel.: Failsforth 113.

**SUSSEX** (near Worthing).—Chemist's Shop to Let; newly fitted; well stocked; nominal rent; in centre of rapidly growing neighbourhood; N.H.I., Kodak and Rexall Agencies; stock and fixtures at valuation; only been open a few months; excellent proposition for young, qualified man; bankers' references required with first application. Applications not answered in 7 days respectfully declined. 100/29, Office of this Paper.

**WEST OF ENGLAND.**—Small Retail Chemists' Business for disposal; working-class district; plenty of scope for increase; N.H.I. and Photographic; would suit lady or gentleman; good opening for Optics; house attached, part sub-let, which pays half rent; would accept £400 for quick sale, owing to family reasons; bona-fide applicants only. Write 101/8, Office of this Paper.

**YORKSHIRE** (near Ilkley).—Chemist's Business for disposal owing to illness; nearest chemist 3 miles; over 600 Panel patients; splendid opportunity for right man; good opening for Agricultural Chemist; low rental; splendid fixtures. Full particulars apply Dutton, 105 Main Street, Addingham, near Ilkley.

**HIGH-CLASS** Pharmacy for disposal; busy Surrey shopping town; main road; 1 minute station and large bus garage; Kodak Agency; under management; Dispensing could be added; well fitted and stocked. 96/36, Office of this Paper.

**IN** the heart of one of Plymouth's busiest shopping centres, near to Hospital and Doctors, an old-established Chemist's Business with extensive clientele; excellent Dispensing connection, N.H.I. and Public Assistance; the shop is beautifully fitted and well stocked; carries Wine Licence; capital required about £1,300. Further particulars, Taylor, Auctioneer, Plymouth.

**OWNERS** of firm of repute dealing mainly in Contraceptives (Retail) wishing to retire, are desirous of disposing of their Business, either by sale or amalgamation with another similar concern or firm of multiple chemists; price £5,750, with long lease of present premises, or £7,000, including freehold. Apply in first instance, by letter, to Messrs. Pawley & Malyon, Incorporated Accountants, Finsbury Court, Finsbury Pavement, E.C.2. No agents entertained. Open to the fullest investigation.

**SMALL** Drug Stores, with living accommodation; half-hour from London; growing district; present hands 10 years; low rent; taking last year about £500; fine chance for a qualified man; price £300; well stocked; ill-health cause of sale. Apply 101/13, Office of this Paper.

**SMALL** Business; living accommodation over; well stocked and fitted; long lease; West London; suit live man with £500-£600 capital, or make good branch; busy main road; fullest investigation and inspection invited. 102/4, Office of this Paper.

**£200** CASH and £200 by arrangement will buy a splendidly equipped Business in a select town near London; good prospects. 182/435, Office of this Paper.

**£900** CASH secures steady Retail and Dispensing Business in main road; bus and trams pass the door; returns, under management, £1,600; N.H.I. 6,500; gross profit 40 per cent.; rent £80; sub-let £52; chartered accountant's figures. 100/15, Office of this Paper.

## PREMISES FOR SALE.

**SPLENDID** opening for Chemist in new developed district; S corner shop premises; ready for occupation; no other chemist. Apply "H." c/o 761 Finchley Road, N.W.11.

**WEMBLEY.**—Freehold Shops, with modern living accommodation, good opening for Chemist, comprising five rooms, tiled bathroom, two lavatories, and garden, situated best position High Road, Wembley; next multiple firms; small deposit; finance arranged. Apply, on site, M. Samuels, corner of High Road and Napier Road, Wembley, or 27 St. George's Avenue, Southall, Middlesex.



**TENDERS INVITED.****COUNTY BOROUGH OF BARNSELEY.  
SUPPLY OF DRUGS AND DRESSINGS.**

**T**HE County Borough Council invite quotations for the supply of Drugs and Dressings to the various Institutions under their control.

Tender forms may be obtained on application to the undersigned, and must be received at my Office not later than the first post on Saturday, the 7th March, 1931.

The Corporation do not bind themselves to accept the lowest or any tender.

A. D. MASON, Town Clerk.

Town Clerk's Office, Barnsley.  
24th February, 1931.

**AGENCIES.**

**AGENTS WANTED.**—Messrs. Dyanese, Ltd., makers of the well-known Dyanese Dyes, require Agents in the Irish Free State and Northern Ireland; they will also consider Agencies in certain parts of Great Britain, and have several overseas territories vacant. Applications to Dyanese, Ltd., Station Road, Horsforth, Leeds.

**AGENCIES Required.**—Well-known Glasgow Firm, with a first-class connection amongst Chemists throughout Scotland, desire one or two good Agencies; full-time attention given. Apply in first instance, D. Baird, 21 Greenfield Avenue, Glasgow, E.2.

**EXPORT Agent** wanted for London and Liverpool for high-class German Pharmaceutical Products, especially suitable for Asia and Africa. Write 99/8, Office of this Paper.

**HUNGARY.**—Well-established concern, perfectly organised for covering the whole of Hungary, desires representation of first-class British firms dealing in Drugs, Chemicals, Proprietary Articles or Druggists' Sundries; ample references available. Address Pharmazeutisches Laboratorium, Dr. Rosenberg Sandor, Balaton-Ucca 2, Budapest, V.

**PARTNERSHIP.**

**CHEMIST** with two businesses requires immediately a Managing Partner to invest £300 to £400; must have a thorough knowledge of Prescribing, Dispensing and Window-dressing; be capable of taking £60 per week with one assistant; salary £5 a week, with equal share of profits; to commence duties March 2. Personal interview to E. Watkins, 753 London Road, Westcliff-on-Sea.

**PREMISES TO LET.**

6s. for 50 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

**DOUBLE-FRONTED**, new modern Shop, Ipswich; very good main road; unopposed position; suitable Chemist; rent 25s. per week; warehouse available. Thos. A. Morley, 20 Queen Street, Ipswich.

**LABORATORY** to Let, Central London.—A self-contained suite of two small laboratories, furnished in modern style, with or without apparatus, instruments, chemicals and other facilities, from adjoining well-equipped laboratories, to Let, either part or whole as required. Apply "S. J.," 179/359, Office of this Paper.

**LOCK-UP Shop**, also Shop and Flat, to Let on Lease at £120 and £170 per annum respectively, or could be divided; situated on Great North Road at North Finchley, opposite large building estate and site of Town Hall; neighbourhood demands a good-class Chemist; limited number of shops and no adjacent competition. Apply, Geo. Green, "Willenhall," Lyonsdown Avenue, New Barnet, Herts. Barnet 2651.

**SHOP**, double-fronted, Brixton, S.W., to be Let, redecorated, and exceptionally well fitted for Chemist; big business done by last occupier; electric light; rent 30s. inclusive weekly. Apply Wm. Porter, 105 Peckham Road, S.E.15. Telephone: Rodney 4541.

**SALE BY AUCTION**

5 LITTLE BRITAIN (close to G.P.O.), E.C.1.

**CHEMIST'S SHOP FITTINGS,**

including Dispensing Screens, Glass-fronted Counters, Silent Salesmen, Counter Showcases, Wall Showcases, Display Fittings, Stock of Fancy Goods, etc.

**B. NORMAN & SON**

will Sell by Auction, at their Sale Rooms, Wednesday Next, at 1 o'clock.

On View Day Prior. Catalogues of the Auctioneers, 5 Little Britain, E.C.1.

**LEGAL NOTICE.**

A. D. B. VENTIN & CO.,

Mouson Pharmacy, Bridge Street, Haverfordwest.

**ALL** persons having Claims against the above-mentioned and who have not already sent in particulars are hereby given notice that such particulars must be received by the undermentioned not later than Monday, the 16th March, 1931.

WILLIAMS AND WILLIAMS, Solicitors,  
6 Victoria Place, Haverfordwest.

**SITUATIONS OPEN.****RETAIL (HOME).**

6s. for 40 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

**BRISTOL.**—Reliable, experienced Assistant required immediately; good Salesman and Window-dresser essential; age 25-30. References, salary, age, and full particulars in first letter to 100/22, Office of this Paper.

**BUCKS.**—Qualified Assistant; accurate Dispenser; must be good Salesman and Window-dresser. Apply, stating age, salary required, with full particulars as to experience, in first letter, photo; abstainer; preference to one with Optical qualification. 102/12, Office of this Paper.

**LANCS.**—Manager, qualified, must be keen and smart, for up-to-date Family business in centre of busy town; good Window-dresser and Salesman essential; excellent prospects; salary and commission. State age, experience, salary required, and when at liberty to 100/4, Office of this Paper.

**LONDON, W.1.**—Wanted, immediately, qualified Assistant (permanent) for Dispensing business near Harley Street. Please give fullest particulars, including qualifications, salary required, and when disengaged, to 101/4, Office of this Paper.

**ROYAL BERKSHIRE HOSPITAL, READING.**—Wanted, R Assistant Pharmacist. Applications, stating age, experience, and salary required, to F. A. Lyon, Secretary.

**TORBAY PHARMACIES, LTD.**, Torquay, require a capable Manager for a high-class pharmacy in the South of England; applicants must be keen, energetic, good Salesmen, and have first-class experience in Window-dressing. Full particulars, age, experience, salary desired, and when disengaged, to Secretary, 1 Victoria Parade.

**WEST KENSINGTON.**—Required, capable Assistant; reliable Dispenser, with West-End experience essential. Give full particulars, with age, etc., No reply in week respectfully declined. Address "Active," 100/58, Office of this Paper.

**CHEMIST** and Druggist wanted for small branch; must be efficient Window-dresser and Salesman; progressive salary and prospects; suit recently qualified. Apply for application form to Secretary, Ten Acres and Stinchley Co-operative Society, Ltd., Stinchley, Birmingham.

**CHEMIST'S** Light Porter Messenger wanted for Western suburb; cyclist; must know duties, and be well recommended; hours 8.30 to 7, Wednesdays 8.30 to 3; wages 35s., raising 40s. a week. Send full particulars previous engagements, age, height, and when disengaged. 99/38, Office of this Paper.



**COMPETENT** Unqualified Assistant required for London Pharmacy; must have had good Dispensing experience. Kindly state full particulars to "K.," 182/489, Office of this Paper.

**EXPERIENCED**, qualified male Assistant required for high-class business; Counter and Dispensing. Full particulars in first letter. Nathaniel Smith & Co., 2 Montpellier Exchange, Cheltenham.

**JUNIOR** (male) required for Thames Valley district; must be experienced in high-class Family trade. Full particulars and salary required (photo if possible) to 101/30, Office of this Paper.

**LADY** Assistant; unqualified; must be capable Saleswoman and have thorough knowledge of usual shop routine; Welsh-speaking essential. Apply, with full particulars as to age, experience and salary required, and enclose photograph (if possible), to Edwards, Chemist, Aberayron, Cards.

**LADY** Assistant as Junior, with Counter and Dispensing experience; pharmacy trained and knowledge of Photography an advantage. Please give full particulars, stating salary, to J. W. Feltwell, Ltd., 91 Hammersmith Road, W.14.

**LADY**, qualified, for post in London. State salary required and full particulars. 102/32, Office of this Paper.

**QUALIFIED** Branch Manager required immediately, lady or gentleman, young, between 21-26 years; Counter, Photographic, Dispensing; middle-class district. State experience, salary required, height, and enclose photo if possible. Richards, Chemist, Fenton, Staffs.

**QUALIFIED** Lady Assistant required at once in Forest Gate district. Apply, stating age, experience and salary required, and enclosing copy of testimonial and photograph, to F. G. Jordon, 75 Plashet Road, Upton Park, E.13.

**QUALIFIED** Junior immediately. Applications not answered in three days respectfully declined. Wootton & Webb, Ltd., 20 George Street, Luton, Beds.

**QUALIFIED** Manager required for large, up-to-date, modern and attractive Store near London; applicants must possess good personality, not afraid of competition, and able to dress selling windows. State salary required, age, height, when at liberty to P.C.B. 31/21, Office of this Paper.

**UNQUALIFIED** Assistant wanted; age 25-33; must be good Window-dresser and accustomed to busy N.H.I. and quick Counter. Apply, stating experience and references and salary required, to Hartleys, Chemists, Nelson, Lancashire.

**UNQUALIFIED** Manager, one with some capital, as Partner with qualified Chemist, for preference in good business in North London; good Salesman, and one with undeniable references essential. 101/33, Office of this Paper.

**WANTED**, a Qualified Assistant (gentleman), age about 25. Apply in the first place by letter, giving full particulars, to P. Rhosser Roberts, Ltd., Chemists, Poplar Walk, West Croydon.

### WHOLESALE.

**LABORATORY** Hand, accustomed to heavy work in handling of liquid extracts, conc. infusions, etc., required by North London House. Give full particulars, age, experience, wages, to 183/493, Office of this Paper.

**PROGRESSIVE** Sundries and Packed Goods House offers a valuable commission to representative working Lancashire. 182/490, Office of this Paper.

**QUALIFIED**.—A London firm of Manufacturing Chemists have a vacancy in their Sales Department for a young, qualified Pharmacist, aged 23 to 24. Apply, with full particulars of experience, age, salary required, etc., to 182/486, Office of this Paper.

**SALESMEN** for London and Home Counties wanted to sell Sundries to Chemists by a firm of actual makers; liberal commission paid or share expenses with one or two other firms. State territory, references, etc., to 181/447, Office of this Paper.

## OPPORTUNITY FOR EXPERIENCED SALESMEN

An important Company, marketing competitive Pharmaceutical and Toilet products and well-known nationally advertised proprietaries, invites applications from Salesmen with experience.

State, in confidence, all material details, including age, territory known and salary required, to:—

"SPECIALIST," 183/491, Office of this Paper.

(COLONIAL, INDIAN AND FOREIGN).

**BRAZIL**.—Wanted, by Doctor with English qualifications, Chemist, experienced Dispensing and Preparation of Drugs, to assist or partner in starting the only English-American Drug Store in Rio de Janeiro, Brazil. State qualifications, health, experiences and conditions, terms desired, and if prepared to introduce capital. Reply in the first place to "X/P.K." Evans Sons Lescher & Webb, Ltd., 56 Hanover Street, Liverpool.

## SITUATIONS WANTED.

RETAIL (HOME).

2s. for 18 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

**A.A.A.**—ASSISTANT, qualified, 22, seeks berth with facilities for studying Optics; salary secondary consideration. Apply 98/39, Office of this Paper.

**A.A.A.**—QUALIFIED, 28, experienced all branches, desires engagement, any capacity, temporary or permanent; accustomed management and responsibility; free now. "Chemist," 15 Morpeth Avenue, Harton, South Shields.

**A.A.A.**—UNQUALIFIED Assistant; courteous Counter-man, keen Salesman, quick, accurate Dispenser; aged 23; 7 years' experience, town and country; at present engaged; excellent references; Manchester district or Northern area preferred. Write Haigh, 14 New Town, Thetford, Norfolk.

**A.A.A.**—ASSISTANT; 32; first-class Salesman, Dispenser; 17 years' good all-round experience; last 10 West End; excellent references; trustworthy; reliable; disengaged. "Cyanide," 3 Stacey Street, W.C.2.

**A.A.A.**—QUALIFIED London Manager; accustomed responsibility and plenty of work; good Window-dresser; now disengaged; finest references. 102/33, Office of this Paper.

**A.A.**—EXPERIENCED Assistant or Locum; unregistered; Dispensing, Counter, Windows, Prescribing; energetic; trustworthy. "Luminal," 16 Brixton Road, S.W.9.

**A.A.**—DISPENSER; 24; Counter-hand, Window-dresser; trustworthy; high-class experience. "Chemicus," 11 Harrington Square, N.W.1.

**A.**—LOCUM; qualified; registered R.P.U.; long or short period; experienced all branches; active; excellent references; terms moderate. "S. C. J.," 54 Priory Road, West Hampstead, N.W.6. Phone: Maiden Vale 8212.

**A** CAPABLE Dispenser, 26, desires situation in town where part-time or evening classes, Part II, available; taking July Examination; referred Pharmaceutical Chemistry. A. Hall, 20 Rodney Terrace, Cheltenham.

**A** CAPABLE young man; qualified; 26; West-End and London experience; well-experienced Dispenser, Counterman, knowledge of Toilets, Photographics, Window-dressing; any responsibility; excellent references; disengaged. "Fernlea," Brynctbin, Glam.



**A** CHEMIST-OPTICIAN (M.P.S., F.S.M.C., F.I.O.), excellent credentials, requires Managership of business, preferably with house attached; own optical equipment. 100/8, Office of this Paper.

**A** QUALIFIED Chemist, 29, as Manager; keen, competent and energetic; 12 years' London and Provincial experience; well versed in all departments of pharmacy, including Photography and Toilets. "Veramon," Cranleigh, 58 Oakfield Road, Stroud Green, London, N.4.

**A** QUALIFIED; accustomed management and full responsibility; excellent experience all branches; disengaged. "Chemist," 13 Baron's Court Road, W.14.

**A** QUALIFIED, (25), tall, managerial experience, excellent references, desires permanency or Locum. Mills, 69 Bent Street, Cheetham, Manchester.

**A** THOROUGHLY competent unqualified Assistant, male, single, age 39, height 5 ft. 7 in., all-round experience, genuine, smart, neat, accurate, well recommended, nearly two years present berth North London, excellent references, moderate salary, desires permanency; free one week; photo; interview. "Physic," 100/40, Office of this Paper.

**A** CTIVE; unqualified; middle-aged; exceptionally good all-round experience; successful Manager; temporary, permanent. Fletcher, 91 Duncombe Road, Holloway, N.19.

**A** SSISTANT; 26; single; disengaged; very good Dispensing, Counter and Photographic experience (six years in London); well recommended. G. Ramdin, 41 Westcroft Square, London, W.6.

**A** SSISTANT, 20, seeks situation (North preferred); Dispensing, Photographic, Window-dressing, Counter and Optical experience; excellent references. T. Whitell, Seymour Street, Bishop Auckland, Co. Durham.

**A** SSISTANT or Locum; Dispensing, Counter, Photography; experienced; unqualified; disengaged. "K.," 62 Blenheim Road, East Ham, E.6.

**A** SSISTANT, young, unqualified, 5 years' experience with large firm in Dispensing, Counter and Window-dressing, one year London (West End), requires permanency; London or Birmingham preferred. Beck, 1 Red Lion Street, W.C.1.

**A** SSISTANT (male), unqualified, age 25, experienced all branches, disengaged, tall, desires permanency, anywhere. "Chemicus," 1 Applegarth Road, West Kensington, W.14.

**A** SSISTANT, disengaged, twelve years last situation, married, requires permanency; London. "Dispenser," 33 Dupont Road, S.W.20.

**A** SSISTANT; unqualified; first-class general all-round experience; London or near. Jones, 64 St. Augustine Street, Norwich.

**A** SSISTANT, 21, 6 ft., smart appearance, desires position; good all-round experience; reliable; trustworthy. H. Plummer, 20 Somerset Road, Walthamstow, E.17.

**A** SSISTANT; Part I; good experience; excellent references; now at liberty; London or suburbs. Bishop, 12 Dawney Road, S.W.13.

**A** SSISTANT, unqualified, 29, height 5 ft. 10½ in., single, abstainer, smart appearance, energetic, trustworthy, courteous and thoroughly competent; Dispensing, Counter, Window-dressing, Photographic, etc.; excellent references; disengaged February 28; reasonable salary. 101/16, Office of this Paper.

**A** SSISTANT; unqualified; 28; tall; accurate Dispenser and keen Salesman; able to take charge; highest references; Home Counties preferred. 102/10, Office of this Paper.

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**QUALIFIED**; tall; 60; disengaged; Locum or otherwise; good-class experience; Locum or otherwise; London preferred. "A.," 1b Peterborough Villas, Fulham, S.W.6.

**QUALIFIED** lady requires permanent or temporary situation; smart appearance; excellent references; all-round experience; Midlands. 35 Melton Road, West Bridgford.

**QUALIFIED** lady desires post in good-class Pharmacy; excellent experience. Apply to Miss M. Towndrow, 39 Bernard Avenue, Ealing, W.13.

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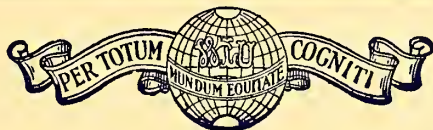
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